

\$5.00

CODES
New GM 10-Cut 7N47-7T51
— page 111 —

The National Locksmith

January 1997
Volume 68, No. 1

Piecing Together Serviceable Padlocks

page 38

Your Vote Counts!

Reader's Choice Awards

Ballot enclosed. Page 87

CONTENTS

January 1997 • The National Locksmith • Vol. 68, No. 1

FEATURES

18

Auditcon

The next generation of safe locks from the makers of the most advanced and unique lock ever - Mas-Hamilton is doing it once again.

26

Servicing the 1996 Toyota Camry, Part 1

In part 1 of this series, we cover servicing the ignition lock, with the door, trunk and glove box to follow.

38

Padlock Round-up

Servicing padlocks was once almost impossible. That is no longer the case with today's versatile padlock designs.

45

The Ford Tool

Dale reveals his secret for this bypass tool.

46

Locksmith School Testimonials

Building a strong locksmith foundation includes a good education. See what others have to say about the education they received.

58

Patio Door Security

Securing one of the most vulnerable access points in a home.

78

Medeco Goes Direct

The news is still reverberating throughout the industry. Medeco eliminates several distributors to sell direct to locksmiths!

89

Take My Customers - "Please"

92

The Quick-Combi K Lock

The All-New Combination Lock by Mauer, Inc.

106

The 5-minute Herring-Hall-Marvin Opening

A quick bypass method for a locked HHM, even if the cross-locking relock device is triggered.

CODES

111

Amended GM 10-cut Codes 7N47-7T51

DEPARTMENTS

5

COMMENTARY

6

MANGO'S MESSAGE

10

LETTERS

14

SECURITY CAFÉ

32

BEGINNER'S CORNER

54

BUSINESS BRIEFS

56

AUTO OPENING

61

REED REPORT

85

EXPLODED VIEW

95

THE LIGHTER SIDE

97

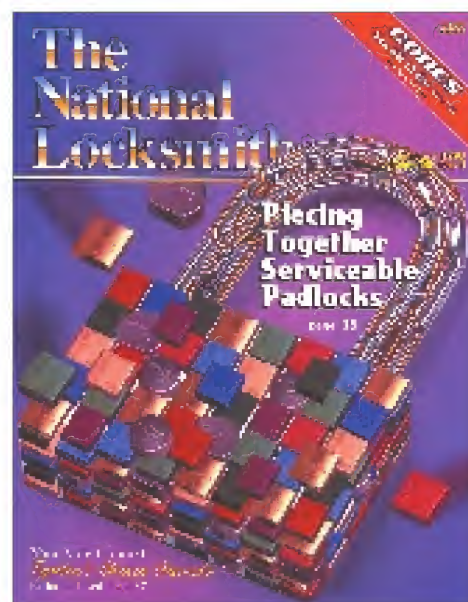
THRU THE KEYHOLE

100

TECHNITIPS

120

TEST DRIVE



On The Cover

Piecing together the ideal padlock configuration is no longer a desire, but a reality. Simplified changability is a standard feature of most padlock manufacturers' products.



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COMMENTARY



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User name: national User ID: G5fh84

It's Reader's Choice Time! ALOA Makes Changes • Happy New Year!

Well, it's Reader's Choice voting time again...and just when you thought you were done with elections for a while!

Between pages 86 and 89 in this issue, you will find your own Reader's Choice ballot. Please use the ballot at once to vote for companies which you believe to be superior for the locksmith. Your opinion does count, so please express it today!

In a recent editorial, Greg Mango pointed out some of the areas in which he felt that ALOA could make improvements to their annual convention. He did this in a constructive manner, and I agreed with many of his opinions.

A November letter to exhibitors from ALOA's Associate Executive Director outlines some substantive changes the organization is making in their convention, ostensibly to improve attendance.

First, and perhaps most importantly, show admittance will now be free of charge. Though the letter does not go into detail on this point, it seems to me that this is meant to entice more non-ALOA members to come to the show. I think that is a good move.

Show hours for Reno in 1997 have been adjusted as follows: Thursday 12-5 p.m.; Friday 11 a.m. to 4 p.m.; and Saturday 12-4 p.m. Show hours will not overlap with any other events.

The show name has been changed to ALOA '97 Security Expo, "to more fully describe the show." And the show will be promoted in non-locksmith, but industry related magazines such as DHI, Newline, Buildings, and Security Management.

I think most all of these moves will improve the outlook for Reno and future ALOA attendance. The only question unresolved in my mind is

whether or not readers of magazines such as Buildings will be interested in what has primarily been a locksmith convention.

The character of locksmiths and locksmithing is unique, and whether the interest will be there from other security market segments remains to be seen. I hope those promotions increase attendance, without diminishing the emphasis that both ALOA and exhibitors have placed on the locksmith. Shows like ISC and ASIS already address the general security market and ALOA has covered the locksmith's needs.

Hopefully, ALOA, by responding actively as they are doing, will be able to improve the show, yet still leave intact the locksmith character of the event. See you in Reno!

A new bi-monthly feature of The National Locksmith has its start in this month's magazine. Every other month we will be printing exploded views of interest to the locksmith. This month, check out the Corbin Russwin exploded view on pages 85 and 86.

My best wishes to each of you for a happy, safe and prosperous New Year!

Marc Goldberg



Join our free E-mail list!

Receive locksmith info by E-Mail
Write us at: NATLOCK@aol.com

Marc Goldberg
Editor/Publisher

January 1997 • 5

Mango's Message

The art of robbery has come a long way since the turn of the century. It used to be, when a crook decided to engage in such criminal activity, he would thump the barrel of a gun to your temple or probe a knife at your belly and demand your money. If you were lucky, he took your money and ran. If you weren't, he took your life, and your money and ran.

Today however, the face to face approach to robbery is an archaic procedure left to the lowbrow hooligan delinquents. Yes, today's thief is much more sophisticated, devious and cunning than his predecessors. The twisted criminal mind of today utilizes tools and trickery designed to extract information and money from or about its victim, without the individual knowing. In fact, the thief of today is usually not even in the same location as his victim.

On one hand, this new age approach to crime is a good thing because the face to face confrontations are greatly reduced. On the other hand, many of these crimes go undetected until it's too late, and apprehending the criminal proves to be much more difficult.

As we enter the 21st century, a new breed of criminal has evolved. The new weapon of choice is not a gun or knife, but a computer, radio frequency scanner or fax machine. With these non lethal weapons, more financial eradication can be inflicted upon a larger segment of society at any one time by one individual, than all the stick-em-up hold-em-up thugs in the world could. Because of this phenomenon, your odds of becoming a victim of an electronic crime or scam has greatly increased.

Personal security today goes way beyond deadbolts alarm systems, watchdogs and shotguns. A complete security package today now includes digital security (computer information transmission) cellular or cordless phone and fax line security. All are susceptible to stealth invasion of the spying eyes and ears of others. And all are being used to obtain information or money from you, and you probably won't have a clue it's occurring!

Here are some examples and some do's and don'ts to protect yourself and others from electronic invasions.



As one would expect, the Internet, e-mail, cellular phones, pagers and fax machines are the new hunting grounds for the prevailing predator. If you own any of the above, here

Stealthy Stealing and Surreptitious Eavesdropping

are a few of the scams targeted at those gadgets and how you can prevent the jaws of the shark.

Do not respond to e-mails, phone calls, pages or fax messages that encourage you to call a phone number which includes an area code such as "809" that you do not recognize. This is a scam that is spreading quite rapidly and you can easily become an unsuspecting victim. The premise of the scam is to extract money, which can easily cost you a Benjamin Franklin or more and you'll never even know it until you receive your phone bill. Here's how it works.

In your e-mail you will receive an urgent message such as:

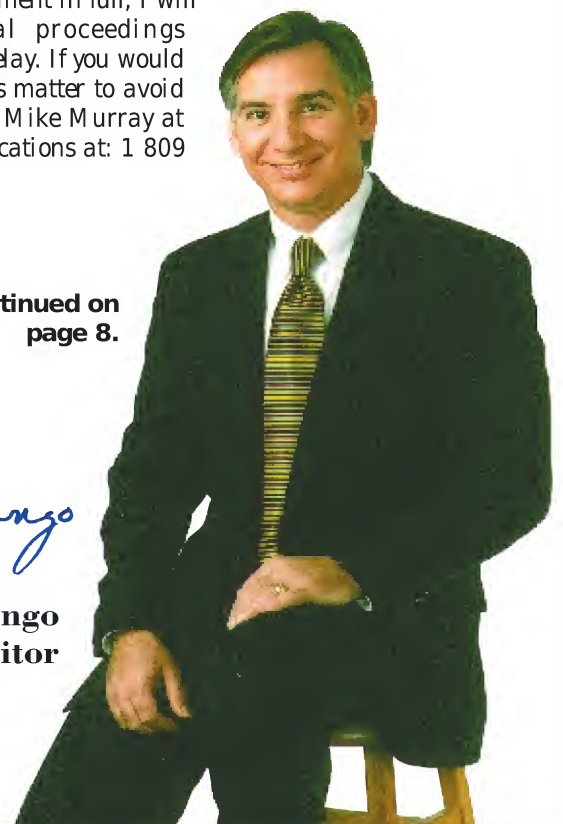
"Unpaid Account"

I am writing to give you a final 24 hours to settle your outstanding account. If I have not received the settlement in full, I will commence legal proceedings without further delay. If you would like to discuss this matter to avoid court action, call Mike Murray at Global Communications at: 1 809 496 2700.

Continued on
page 8.

Greg Mango

**Greg Mango
Managing Editor**



Mango's Message

Continued from page 6

The messages can vary, but the scam is the same. You will be notified that a family member is ill, or a family member has deceased, or that you are the lucky winner of a fabulous prize. In each case you are asked to call a phone number with an "809" area code.

The 809 area code is in the British Virgin Islands (the Bahamas). The 809 area code can be used as a pay-per-call number, similar to 900 or 976 numbers in the U.S. However, since the 809 area code is not in the U.S., it is not covered by U.S. regulations which require that you be notified of charges and rates involved when you call such a number. There is also no requirement that the company provide a time period during which you may terminate the call without being charged.

Should you unknowingly call the 809 number given, you could be charged as much as \$25.00 per minute. That's right, per minute! You would also find that the person answering the phone will speak broken English and pretend not to understand you. Or, you will be greeted with a long recorded message, all with the sole purpose of causing you to remain on the line as long as possible.

Other area code numbers to be cautious of is: 604; 250; 403; 306; 204; 807; 705; 905; 416; 613; 819; 418; 514; 506; 709 and 902.

Another e-mail scam involving the fax machine is one which is designed to acquire your personal log-on password. Here's an example of how it works, I'll use The National Locksmith as an example.

The e-mail address to The National Locksmith is: natllock@aol.com. Everyone who has e-mail has a similar address. By examining The National Locksmith's e-mail address, it is easy to determine that America Online (AOL) is our host server. Every e-mail service provider has an identifying tag or call letters which is a part of the e-mail address. What cannot be determined from the address however, is what our (or your) personnel log-on password is.

Every Internet and e-mail service provider maintains a record of its users password for billing purposes, time tracking, usage, and to allow only that password access into the system. Obviously, if you know my password, you could access the America Online (AOL) server for Internet or e-mail use, at no cost to you since the password is registered to me. The question is, how do you acquire my password?

Since you already know that America Online is my service provider, you may send me the following e-mail:

America Online Customer Service Representative

Dear Valued Customer,

As you know, America Online is continually working to improve its network to provide the best on-line service available. In doing so, we are diligently replacing outdated equipment with state of the art hardware to assure trouble free transmissions and higher baud rates.

So we may better serve you and assure our system is performing optimally, please fax us a copy of your password to test our transmission connections. Failing to do so could result in line interrupts, data loss and disconnection's.

Sincerely,

The Scam Man

As you can imagine, many will send their personal password assuming that the information is going to their service provider. What is actually happening is, the person receiving the information is selling your password to someone to access America Online, while you get billed for the service.

Cordless phones and cellular phones are another area under attack. Although convenient, they offer little transmission or conversational security. If you regularly use a cellular phone or cordless phone, odds are the person you are talking too is not the only one listening to the conversation. Radio wave scanners are regularly used to capture air waves and listen in without you ever knowing.

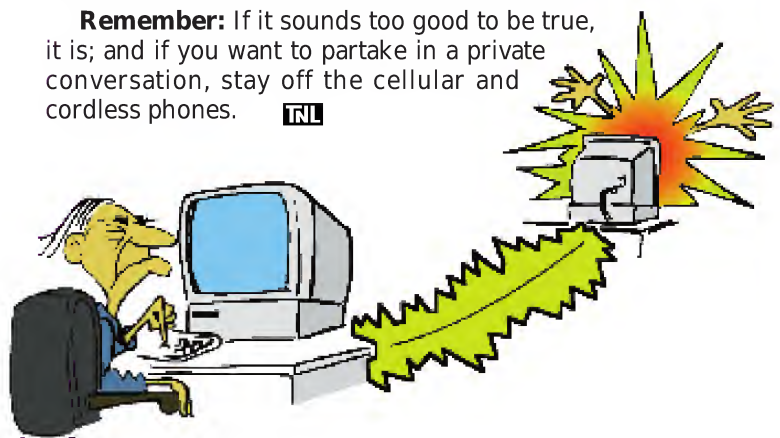
I personally know of someone who regularly uses a radio scanner to routinely capture cordless phone frequencies and listen to every word of the conversation, unbeknownst to the caller. He has heard people give credit card numbers, social security numbers, names, addresses, birth dates, bank account numbers, mortgage payments, just about anything you could imagine. Well, just think about all the things you talk about on the phone! Would you be comfortable knowing someone else is hearing everything you are saying? Imagine the potential damage someone could do with all the information given in common unsuspecting phone conversations!

Never use a cellular phone or cordless phone when verbalizing personal or potentially sensitive matters. There are people routinely scanning these lines gathering information, and it is not to send you a birthday card.

Virtually everyone is a potential prospect for a cleverly devised scam. The more complex and sophisticated the scams are, the more alluring and enticing they become. You may have already been taken by a scam and don't even know it.

Remember: If it sounds too good to be true, it is; and if you want to partake in a private conversation, stay off the cellular and cordless phones.

TNL



J a n u a r y 1 9 9 7

Letters

The National Locksmith is interested in your view. We do reserve the right to edit for clarity and length.

Time To Be Heard

I have read with interest the pros and cons for some time concerning locksmith legislation. I have decided it was time to express my thoughts on the matter.

From the moment we tell the government we do not know how to manage ourselves, they will be more than glad to step in and tell us what to do, when to do it, and how we will do it. However, it seems to me that by now we should have learned that the government cannot even manage it's own business, much less manage private owned business. Let me remind all concerned, licensing will not stop the tow truck drivers, police officers, car dealers or anyone else with Slim Jim's or other devices.

There is more concern put on legislation, and shoddy work, than there is on educating ourselves, and sharing with each other. It is not licensing and legislation that we need. We need education and professional craftsmanship. Licensing does not, and never will,

make you a professional. I do not need the added cost of government regulation, or the added cost of licensing, and a lot of rules to comply with.

Licensing and regulations in the end will put many good locksmiths out of business, simply because they will not be able financially to afford the extra cost of the red tape that is sure to come. There will also be bad apples in every vocation. There is always the counterfeit among the good.

My customers that I have worked for, for almost 30 years, could care less if I have a CML, CPL, PPL or any other attachment to my name. They are interested in good work at a reasonable cost. I do my very best every day to provide them with just those qualities.

Vincent Hall
Indiana

Straight From The Heart

Just wanted to say we like Greg's (Mango's Message) articles each month. He seems to write what he honestly feels and that is refreshing. We also appreciate your magazine and your efforts as well. We will be subscribers for as long as you print it.

You set a standard of never being stagnant and we all benefit from your magazine and from the work you do on the E-mail service as well.

Keypros
E-mail

Telephone Etiquette

Should you have occasion to call me, you can rest assured you won't hear "Locksmith" barked into the phone. As a one man mobile locksmith, virtually all of my



business begins with a customer calling me. Although I don't feel my response is syrupy, I do use copious amounts of "pleases," "thank you's," "yes sir," and "yes ma'ams." I further try to be amiable from the mildly annoying to the blatantly obnoxious. Telephone courtesy pays — literally.

Tom Seager
Michigan

Roadside Skirmish

Just wanted to pass along this story so Chevy roadside won't do to you what they have done to me. I have a ticket for roadside work I performed which involved making a key by code and unlocking a 1996 Geo Prizm. Chevy then refused to pay because the order in which the call was handled was wrong!

I then wrote a letter to the roadside network center saying that I would not be billing any roadside work to Chevrolet until this matter was settled. I would still be available for all the other GM car companies

The National Locksmith
1533 Burgundy Parkway
Streamwood, IL 60107
Attn: Editor

Continued from page 10

that needed roadside assistance work billed to them as long as it was not for Chevy. A few days went by and I thought it was strange that I had not received any calls, but I thought maybe it was a slow spell.

I then received a call from a person whose car had been stolen and the police had located it, minus the keys. I put in a call to Pontiac roadside to get the key codes and you can't imagine the surprise I got when Pontiac said their computer indicated that I would not bill them for roadside work. I tried to explain to them that my letter said no such thing. Their response was "If you won't do it for Chevy, then you won't do it for us and we will not give you any more codes."

I said "Fine, be that way, but until this is settled, any emergency situations you call me on, and believe me you will call eventually, will be paid for by your customers. I will then give them a receipt so they can argue with you about the payment. I will also tell them about Chevrolet's fantastic payment policy which I'm concerned started this whole mess." Please let me know if you have had similar incidents with any of the roadside services. I would like to know if something can, or was, done about it.

*Steve Huff
E-mail*

What Are The Odds?

I recently had two lockouts within two days that were opened by someone other than the vehicle owner with keys that fit the other cars door perfectly.

When I arrived on the scene of the first auto, someone approached to ask if we thought his key would unlock the auto. I asked him why he would think that and he replied that he had a 95 Buick also, and that maybe his key would fit. Just to humor him I said in my best know it all fashion "Sure give it a try." I then turned to the owner of the locked car and told him that there was no way that key would work his car. WRONG, it worked perfectly. Boy did I feel dumb. I left there swearing to myself never to assume anything again.

Next day I get a call to open another 95 Buick and as I approached the owner a lady walked up and asked if we would like to try her car keys to see if they would fit. I knew it couldn't happen on two cars in a

row. WRONG, darned if her key didn't open that 95 Buick like it was made for it (she also had a 95 Buick).

Two days, two 95 Buick's and two citizens showing this old locksmith that he don't know as much as he thought he did. I'm not sure whether to get me a key for a 95 Buick and keep it in my pocket or just run off anyone offering to try their keys before I open anymore 95 Buick's. By the way, I still collected my service/trip charge so at least this lesson didn't cost much.

*Ross Henderson
E-mail*

Car Openings Laborious?

I read where one reader thinks it is a hassle to open cars, and it cracks me up every time I see someone who feels this way. I used to feel that way too, until I worked one summer helping my brother in his locksmith business. I don't know of many things that pay more per hour for less work than opening cars. Unless you were like me and under priced your service, unlocking vehicles is a quick way to make money and provide a valuable service.

There are many aspects to locksmithing, and it is my opinion that money can be made doing all of them or just a few. As I get older, I find I like doing jobs that get me out of the shop and into the countryside so I can smell the roses. I wish everyone but me would quit opening cars and I would take all that money I'd make and buy me a new Mercedes to go on my two monthly vacations each year.

Also a word of advice.... Get the training you need, buy the tools you need and set your rates to cover the expense of both. You will be happier.

*B. Davenport
E-mail*

Tales From The Trails

What would be fun would be to share lock-out experiences (good or bad) with the rest of the guys and gals. I have several. The first one to come to mind is the poor guy that stopped at a convenience store for a quick snack while on his way to a vet. He had to have the doctor remove the porcupine quills from his dog's nose. The dog jumped up on the door panel and pushed the lock button down while he was in the store and locked him out of the car.

My favorite was a student on campus in the middle of January (colder than Alaska here in Ohio) who very carefully put her keys in her coat pocket before getting out of her car. When she got out and shut the door, the wind blew the coat back into the door and it locked on the pocket. She had to shuck the coat and run to the dorm to call me.

*Bill Mandlebaum, CPL
E-mail*

NLAA Hotline

Having switched companies at the first of the year, I don't open nearly as many autos as before. I used to open 50-100 a week while making keys or replacing ignitions on another 5-20 that same week. I have still been busy, though, running a shop and teaching the new guy all the auto stuff I can.

Today we got a call to open an Acura 2.5. As I had only opened one before and didn't have much documentation on it, I was hesitant to send a rookie to something that could turn into a really frustrating job. The one I opened earlier this year, while running, was easy as they hadn't shut the door all the way. A quick flick using the across the car tool and bingo.

I called the NLAA hotline for help and talked first to Heather, then to Greg. Best decision I made all week. The directions were really clear and exceptionally accurate! Even though the owner had me go with the new guy, I'm sure that he could have done it without any help from me. He's only been opening cars for a few weeks, but is learning very fast. Having a lot of automotive experience, I know how fast the manufacturers change things, and how very important good documentation is. Time IS money after all.

Even though this message has gotten much longer than I had originally planned, I wanted to let you know what a great job Heather and Greg are doing and how helpful they were today. It's very reassuring to have the NLAA around when you need them. Thanks again to all.

*M. Watson
E-Mail*



SECURITY CAFE

The National Locksmith's Product Catalog

The National Locksmith magazine has produced a new catalog covering all of the books, training manuals, and products published and sold by the magazine. The catalog shows a graphic of most of the products offered, and a great deal of technical information about each item is also included. If you have ever been frustrated wishing there was a book explaining how to perform a certain locksmith job, you may be surprised to learn that we probably offer a manual on the topic.

Included in this free catalog are all of our renowned safe books, our computer program to create your own code machine cards, and much more. To obtain your copy of The National Locksmith's Product Catalog, please circle the response number above.

Does Doubling Your Profit Interest You?

Let Milman manufacturing help. Your customers are sure to select one of our North American made, high quality pewter key chains at



CIRCLE NUMBER
251

The National Locksmith

Table of Contents	
NEW PRODUCTS	
pages 2-5	
AUTOMOTIVE SERVICE MANUALS	
pages 6-9	
SAFE OPENING MANUALS	
pages 10-14	
LOCK SERVICE MANUALS	
pages 15-18	
ASSOCIATIONS	
pages 19-20	
CODE BOOKS	
pages 21-22	
THE NATIONAL LOCKSMITH MAGAZINE	
page 23	
ORDER FORM	
page 24	

Product Catalog

the same time they purchase a new lock or cut a new key.

Offer your customers quality at a low price with a money back guarantee.

St. Pierre Manufacturing Chain And Lock Virtually Indestructible

The QuadraChain is a flexible anti-theft system with a shielded lock and square link chain that disperses the pressure of bolt cutters, sledge hammers and other typical burglary tools.

prevent scratching. This combination lock and chain is virtually indestructible.

The QuadraChain security system has no exposed U-type shank, shackle, or round chain that can be easily violated. Available in standard 2', 3', 4', 5', and 6 ft. or special lengths is available from St. Pierre Manufacturing Corp. of Worcester, Massachusetts.

Jet Hardware Releases Its First Two Supplements.

Jet Hardware Releases Its First Two Supplements To Their New Catalog #596. Supplement #1 includes five

In addition to the current production of the 59A1-NS keys, the following Corbin Russwin blanks are now available.

Copies of the new supplements are available at your Jet Distributor.

Locknetics Introduces New Strike



CIRCLE NUMBER
254

Security Café

DROP IN FOR TOOLS, TECHNOLOGY & EQUIPMENT



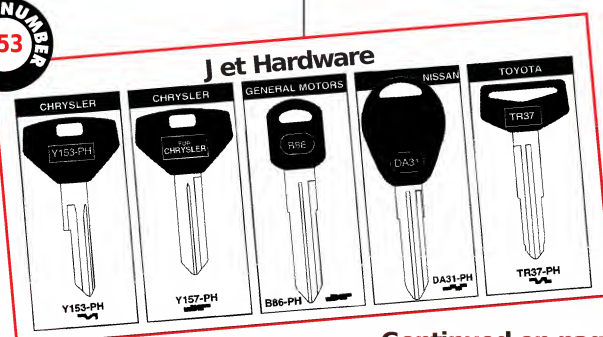
CIRCLE NUMBER
252

Featuring a forged steel nitride-hardened lock body and nickel-chrome-molybdenum alloy steel (SAE 8630) chain, with a vinyl covering to

new plastic head automotive keys.

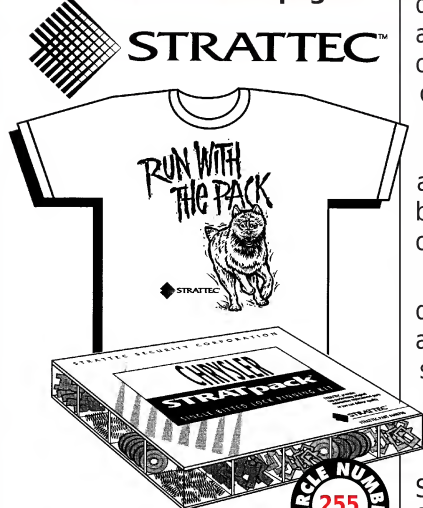
Supplement #596.2 adds fifteen Nickel Silver blanks to their Silver Line. The Silver Line is designed to duplicate the original manufacturers designs. Now available are the popular Best composite DE and J K keyways.

CIRCLE NUMBER
253



Continued on page 16

Continued from page 14



STRATpacks A Package Deal

The STRATpack automotive lock service kits from STRATTEC SECURITY CORP., make automotive locksmithing more profitable and convenient.

Each customized STRATpack contains a large supply of all the OEM-quality parts necessary to service a particular line of STRATTEC locks on GM, Ford or Chrysler vehicles. For instance, STRATpack No. 703373 includes all the tumblers, springs, shutters, caps, clips and retainers needed for the Ford eight-cut locks. There are 19 STRATpacks to choose from.

Knight Safe Introduces DS Series

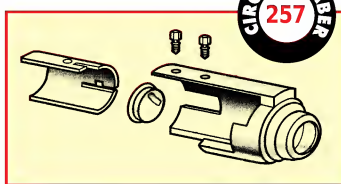
The DS Series Depository Safes are designed for


CIRCLE NUMBER
256

daytime protection of cash and deposits. Complete with oversized doors to accept cash trays. Available in Rotary, Front drop and Slot. Extra wide front drop to accommodate larger deposit bags. Available with all lock options.

These "single" or "double" door models as well as "B" and "C" Rates are typically "in stock" at Knight Safe. Also in stock is the new MINI front drop 21x15 1/2 x14. The DS Series from KNIGHT SAFE MFG. offers quality and flexibility at an affordable price. All Knight Safes are made in the USA, DEALER SALES ONLY.

Steadfast Auto Security Expands Application For Ford Vehicles

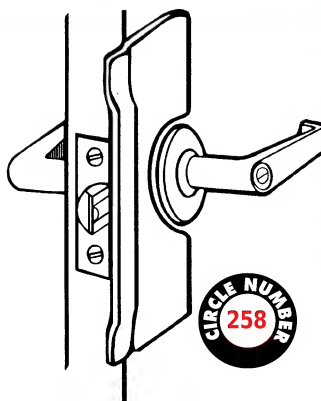

CIRCLE NUMBER
257

Steadfast Corporation announced this week the release of a new model of the highly effective InvisiGUARD™ ignition cylinder shield, expanding the current line of security products for Ford vehicles. The newly released CM7400 protects the 1996 Ford Contour and the Mercury Mystique.

The new Steadfast InvisiGUARDS™ provide affordable, proven, continuous protection against the most common car theft methods. Made of hardened steel, the InvisiGUARD™ ignition shield prevents a thief from forcing or "popping" the ignition lock. Permanently installed in under 30 minutes, this passive system requires no activation, maintenance or additional driver steps.

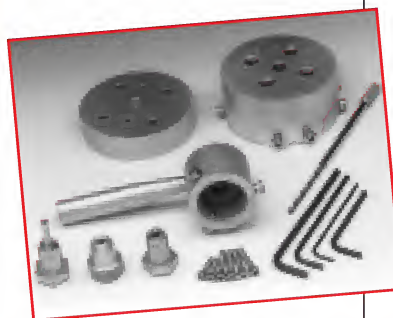
New Latch Protector

Don-Jo Manufacturing has recently introduced the BLP series latch protector. This is


CIRCLE NUMBER
258

the first latch protector designed specifically for the 3-1/2" rose found on most heavy duty key-in-lever locks. In fact, they will actually work with up to a 3-3/4" rose. Available in stainless steel, silver coated, duro coated, and brass plated the latch protector is 7" in length.

Lockmasters® Introduces A Deluxe High Security Set Of Tools!

CIRCLE NUMBER
259


The X-07 Dial Puller and X-07 Drill Guide are specialized tools designed to help the safe technician neutralize a lockout on the Mas-Hamilton X-07 Group 1 R Combination Lock. The 8400/8500 Drill Guide is a drilling template designed to target the fence as a drill point on S&G 8400 and 8500 Series Group 1 Combination Locks with the Spy Proof dial and dial rings. This deluxe set is for the technician who takes pride in owning and using the latest, most accurate tools available

Lockout Tools By Pro-Lok

A complete line of quality


CIRCLE NUMBER
260

lockout tools and accessories from stainless steel flat tools to sturdy tempered wire tools in various kit configurations join professional grade Krypton and Halogen inspection lights to get the job done right. Color photo lockout manuals provide the most detailed opening information possible.

A-1 Pak - A - Punch Does It All

CIRCLE NUMBER
261

A-1 would like to take this opportunity to advise you that, unlike other hand-held key punches, the PAK-A-PUNCH™ is able to punch large headed key blanks such as those for new Transponder keys for the Cadillac Catera.

No special attachments or modifications are necessary for the PAK-A-PUNCH to punch any of the large plastic headed keys including the new transponder keys. Remember, with Pak-A-Punch™, ONE machine does it all.

Also, please be advised that Infiniti has introduced two 1997 models (Q45 and QX4) which use transponder keys. These keys may be punched with A-1's Quickchange Kit #PAK-N4.

Securiton Introduces Devices To Monitor Door Latch Position

Securiton Magnalock Corporation, introduces a line of Latch Strike Monitors to report position of door latches. The Latch Strike Monitor is available in three versions for ANSI 2-3/4 strikes, ANSI 4-7/8" strikes

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Solid Brass Padlocks

Solid brass Em-D-Kay padlocks from Secure Industries feature a hardened steel shackle and pin-tumbler cylinder. Body sizes vary from 3/4-in. to 2 inches, with most sizes double locking. A large

and dual ANSI 4-7/8 strike with a dead bolt. The Latch Strike Monitor works with any lock with a throw up to one inch.

The SPDT 3 Amp output provides a signal to any alarm or access control system and connects to the device with colored coded wires. Unlike more expensive units, the Latch Strike Monitor is easy to install in the existing door frame and works with the existing door strike.



variety of boxed keyed alike locks and carded keyed different locks are available in various quantities. Future ship-ments can be keyed alike to earlier orders. **TNL**



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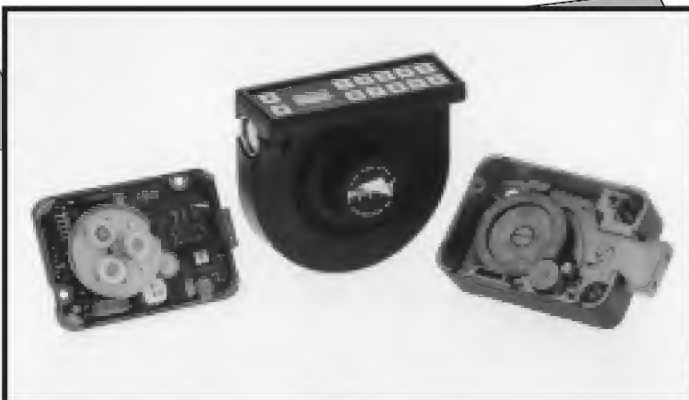
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Mas-Hamilton's

AUDITCON

**A SELF POWERED AUDIT TRAIL
SAFE LOCK LIKE NO OTHER.**
by Don Shiles



1. One of the more recent locks to be released in the family of Mas-Hamilton safe locks is the Auditcon, featuring audit control capabilities.



2. For us old-fashioned purists, the key pad appears out of place. There is still a dial (used to power up the lock), but the users utilize the key pad to enter the combination.

For those of you who traveled to San Diego for the 1996 SAVTA show, you witnessed the unveiling of the latest Mas-Hamilton lock, the "Auditcon." If you were at the ALOA show, you saw the lock up-close and personal (see Photograph 1). For those familiar with the Mas-Hamilton X-07, the Auditcon uses the same cutting-edge technology while enhancing both the design of the lock as well as the overall lock capabilities. Some of the features of the Auditcon will be very familiar, while others will be totally new to you.

While the Auditcon was developed for the commercial market rather than for government use, it offers some

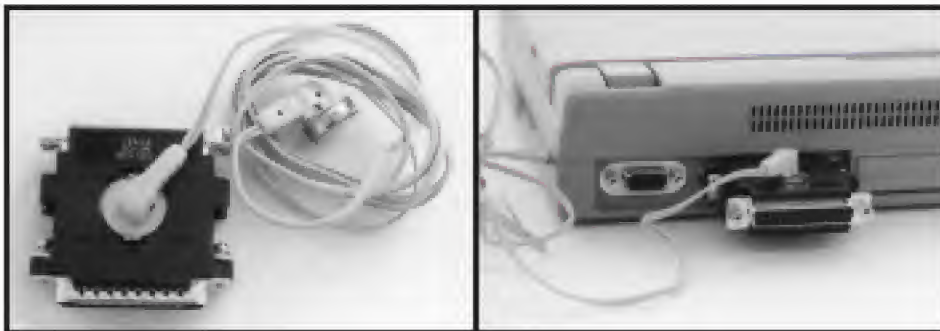


3. Another new feature of this lock is the lock key reader requiring the use of personal identifier keys.

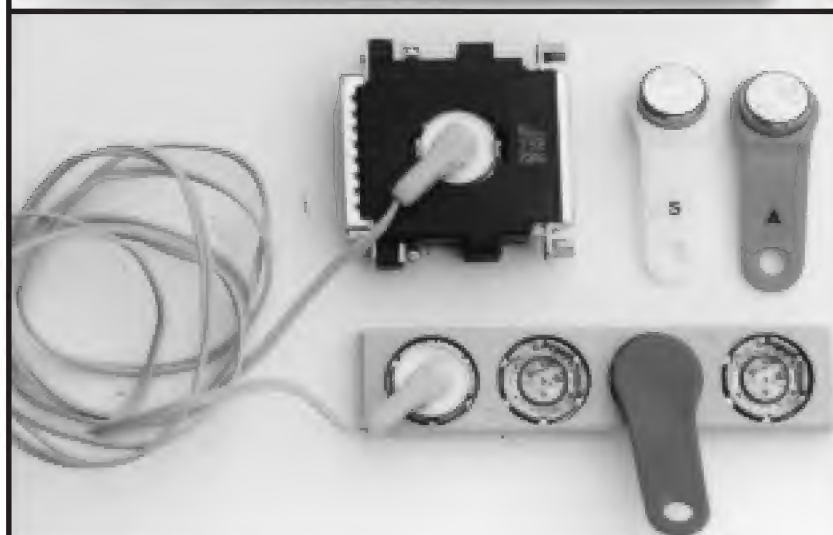


4. The implementation package includes: a training manual; program software; a key reader; personal identifier keys; distress alarm cable; a parallel port assembly and a connector cable.

Continued from page 18



5. The parallel port assembly is connected to the LPT1 port in the back of a PC or laptop.



6. One end of the parallel port connector cable is installed in the parallel button holder and the other end goes into the key reader.

applications which the government security people should be using. As an example: the X-07 lock would show how many times it was opened and even how many incorrect combinations were dialed since it was last successfully opened. The Auditcon lock takes this information one step further and will also show when the lock was opened and who opened it; a feature that not only aids an investigator, but actually serves to deter pilferage since an individual who opens this lock knows their identity will be recorded.

THE LOCK

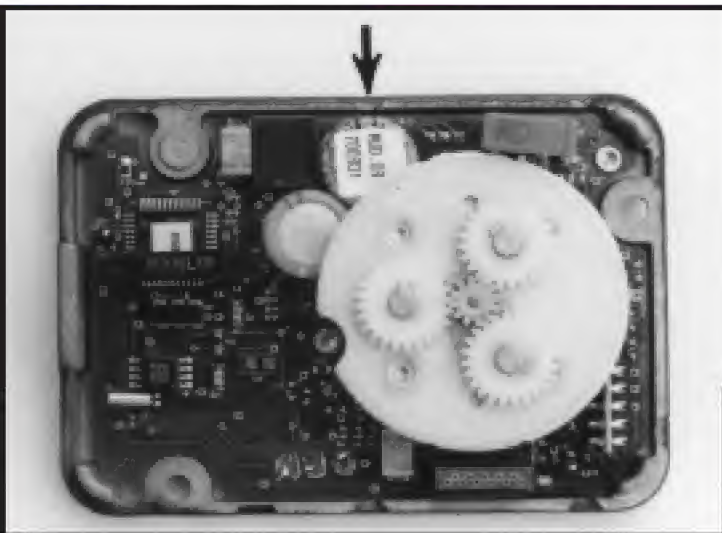
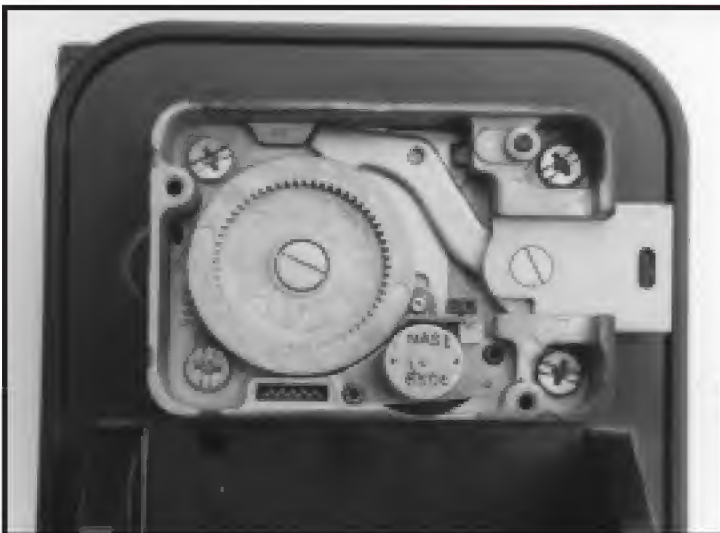
The Auditcon (which stands for audit control), is a self-powered lock that uses no batteries and there is no hard wiring required. As the dial is rotated, a generator on the cover/control assembly is turned. The output voltage that is dispensed from the generator is rectified from AC to DC voltage and this voltage is stored in the super capacitor. The lock receives its power from the super capacitor which is shown by the arrow in Photograph 8.

When I received the new Auditcon lock, I was immediately struck by several things. First, the Auditcon lock is significantly lighter than the X-07 government lock, yet at the same time, it has a substantial feel to it.

Second, the Auditcon is aesthetically pleasing to the eye, although for us old-fashioned purists, the key pad appears out of place. There is still a dial (used to power up the lock), but the users utilize the key pad to enter the combination (see Photograph 2). It takes some getting used to, but I have to admit, it is quicker and easier to use than the old 4-3-2-1, L-R-L-R to open system, we all know and love. This is a dramatic design change over the X-07 lock, but I think a welcomed one. The design



7. There are different types of personal identifier keys such as the user key (orange) marked A; the supervisor audit key (red) marked SA; and the local supervisor key (white) marked S.



8. One of the main components of the Auditcon lock is the lock assembly consisting of the lock and back cover with electronic components.

change should prove to be much more user friendly.

The third new feature of this lock is the lock key reader (see Photograph 3) and the use of "personal identifier keys," which I'll talk more about later.

THE IMPLEMENTATION PACKAGE

The implementation package includes: a training manual; program software; a key reader; personal

identifier keys (also known as smart keys); distress alarm cable; a parallel port assembly and a connector cable (see Photograph 4).

The parallel port assembly is connected to the LPT1 port in the back of a PC or laptop (see Photograph 5). One end of the connector cable is installed in the parallel button holder and the other end goes into the key reader (see Photograph 6).

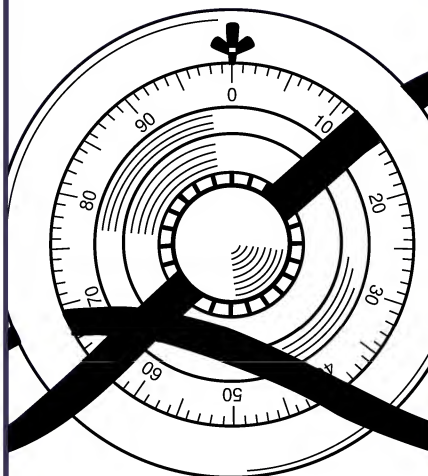
SOFTWARE REQUIREMENTS

The software requires an IBM "AT" compatible PC with a suggested 640k RAM and a 5 megabyte file space. DOS version 6.2 or later is recommended but 5.0 or later will run the program.

PERSONAL IDENTIFIER KEYS

The personal identifier keys or "smart keys," are a Dallas chip which has a lifetime of 10-20 years. These

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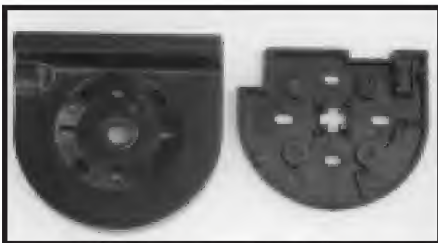


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9. The cover/control assembly with keypad and the mounting plate assembly to the right, easily retrofit in place of a standard dial and dial ring.



10. Once assembled, the knob assembly and hub assembly on the right become one unit by snapping together.

"chips" are pressed into different color plastic handles. The handles are offset for easier insertion of the smart key to the lock key reader.

There are different types of personal identifier keys (see Photograph 7). The various keys are; the corporate supervisor key (gray) marked SS (not shown); the user key (orange) marked A; the supervisor audit key (red) marked SA, and the local supervisor key (white) marked S.

The corporate supervisor "SS" key (gray) is equal to a grand-master key. When programmed in the initial set-up of the program, all that needs to be



11. The screw pack that is furnished with the lock has English and Metric size screws included to cover any application.

done when adding additional locks in various locations within the same company, is to add the serial number of the corporate supervisor key as the users are added to the system. Just as a grand master key, this allows the corporate supervisor key access to all the locks in the various locations of the same company.

The user "A" key (orange) is issued to each employee within the company. This key can also be issued to a courier. The user key is equal to a change key.

The supervisor audit "SA" key (red) is not assigned to anyone, it is a transfer device that downloads information from the PC to the lock, as well as bring audit information from the lock to the PC via the key reader.

The local supervisor "S" key (white) will access all the locks within a particular location. This key is equal to a master key.

At the time of any supervisor or corporate supervisor key initialization, a password for each type of supervisor key must be entered into the computer. This password must be remembered, because there is no means by which anyone can obtain this password in the software.

LOCK INSTALLATION

The main components of the Auditcon lock are the lock assembly (see Photograph 8); cover/control assembly and mounting plate assembly (see Photograph 9); the knob assembly and hub assembly (see Photograph 10).

Retrofitting the Auditcon lock onto a safes that currently has a mechanical lock on it, is easily accomplished because the self-powered lock uses the same footprint as standard mechanical locks. The screw pack that is furnished with the lock has English and Metric size screws included, so after installation, don't be alarmed if you have some screws left over (see Photograph 11). In fact, if you don't, then you should be alarmed.

The required tools for installation is a #1 small phillips screwdriver, a #2 medium phillips screwdriver, a large flat blade screwdriver, standard hacksaw (32 teeth/inch), small flat file, and scissors.

For those of you who have installed X-07 locks, you will find it very easy to install the Auditcon. Many of the steps are very similar, but have been



12. To open the Auditcon, simply power-up the lock by turning the dial until the LCD display reads "EP1."



13. With the proper combination entered, the LCD display will read "OPr."

simplified and requires much less cutting and fitting. The tube is made of plastic rather than aluminum, and is cut with a pair of scissors instead of a saw. Nevertheless, the plastic tube seems to work well.

Caution: when installing or servicing the Auditcon lock the installer should be grounded to avoid ESD (electrostatic discharge) and possible damage to any of the back cover components.

PROGRAMMING PERSONAL IDENTIFIER KEYS

Upon installation of the software, all users are issued their own personal identifier key as well as a 4-digit pin number. These pin numbers can be issued by a supervisor, or the user can choose any 4-digit number to use as a pin number. A supervisor programs each key with the user's name, level of access, duration of lock access, and if used, time windows.

Time Windows

A supervisor is able to program a time delay of 5 minutes minimum, to 99 minutes maximum, per user. If time delay is used, a time delay window must be programmed from 1 to 99 minutes. In other words, if a 5 minute time delay is set with a 2 minute open window, this means after the correct PIN number and correct

Continued from page 22



14. Turning the dial to the right and as the combination lock bolt is retracted, the LCD will display "OP."



15. With the correct PIN number entered, the LCD display will read "IP1."

key is entered, you would wait 5 minutes for the delay function and then have a 2 minute window in which to open the lock. If the "window" is missed, another 5 minutes plus 2 minutes would have to pass before the lock can be opened.

Dual Mode

The Auditcon lock can be programmed in either single or dual mode. If dual mode is selected, two different personal identifier keys and two PIN numbers would need to be entered before the lock could be opened. In dual mode, the two users have 45 seconds in which to enter the correct pin numbers and use the correct "smart keys."

OPERATION OF THE LOCK

The Auditcon lock is shipped in factory mode (also known as the shelved mode) which is, 50-25. When the lock is in the factory mode, the lock can be opened without the use of a personal identifier key. To open, simply power-up the lock by turning the dial until the LCD display reads "EP1" (Eⁿter Pⁱn 1) (see Photograph 12). The lock will also audibly beep three times.

At this point enter the combination of 50-25 into the keypad. Each numeric entrance into the keypad will audibly beep once. With the proper combination entered, the LCD display

will read "OPr" meaning **OP**en **r**ight (see Photograph 13). Three audible beeps will also follow.

Turn the dial to the right and as the combination lock bolt is retracted, the LCD will display "OP" indicating the lock is **OP**ening (see Photograph 14). When the lock bolt is completely retracted, the LCD display will go blank.

If at any point of the opening or programming procedure the LCD display's a flashing lightning bolt, this indicates that an incorrect PIN number has been entered into the keypad. If an incorrect Personal Identifier Key has been inserted into the key reader of the lock, a flashing lightning bolt and an error code will appear on the LCD display. Should this occur, press the "*" button on the keypad to clear the lock and start over.

INITIALIZING THE LOCK

Before the initialization of the lock, it is critical that the true Greenwich Mean Time (GMT) and correct date is set into the lock. To set the correct time and date function, a supervisor key and password is necessary.

After initialization of the lock, each user must change their PIN number from the factory setting of 50-25 to a new 4-digit number. The 4-digit PIN numbers can be assigned and entered on the keypad at the user's discretion.

Once the lock is initialized, a user is allowed access into the lock after entering his/her PIN number. With the correct PIN number entered, the LCD display will read "IP1" (Insert **P**ersonal Identifier **1**) key (see Photograph 15). After inserting the correct personal identifier into the locks key reader, the LCD display will read "OPr" **OP**en **r**ight (see Photograph 16). The lock can now be



16. After inserting the correct personal identifier into the locks key reader, the LCD display will read "OPr."

opened by turning the dial clockwise.

Three wrong opening attempts are recorded by the lock and after ten unsuccessful attempts, the lock will shut down for approximately two minutes.

Up to 60 authorized users can be entered into each lock and the lock has the ability to hold 478 records. An audit dump is easily performed at the lock with an initialized supervisor audit key.

One of the nice features of the Auditcon lock when initializing or operating, is that the lock will prompt you with LCD displays for each procedure required. If you follow the LCD display commands, you can't go wrong.

Emergency Distress Alarm

Each Auditcon lock is capable of distress alarm notification. Should a user encounter an emergency situation — such as a holdup — the user would enter their PIN number ten-digits higher, triggering the distress alarm. For example; if the users PIN number is 10-30, entering 20-40 would activate the distress alarm. Once the distress alarm is triggered, "ALS" (**AL**arm **S**et) will be displayed on the LCD display.

To utilize the built in distress alarm, the lock must be wired into an Alarm Service Providers system. To do so, the alarm cable provided with the lock is plugged into the back of the lock assembly (see Photograph 17) and the wire leads are then tied into a perimeter or exterior silent alarm such as a Honeywell, ADT, Brinks etc.

It is recommended that if the customer request distress alarm capability, that the customers alarm service provider is notified to do the wiring. It is never a good idea to tie any accessory components into a



17. To utilize the distress alarm, the alarm cable provided with the lock is plugged into the back of the cover/control assembly.



monitored alarm system without the alarm system provider being aware of it.

SOME CONFUSION

One thing that may prove to be confusing is the "Error Symbols." When you make a mistake during any procedure and receive a flashing and beeping lightning bolt, an error code such as "71" or "06" for example, will be displayed. There is nothing to tell you what these mean.

The determination of the error code will depend on what mode you are in when the error codes occur, and only a service representative at Mas-Hamilton can decipher the code.

CUSTOMER SUPPORT


One of the best things that comes with this lock is the Mas-Hamilton Customer Service "hot-line." It is a 24 hour a day, seven days a week operation. Their number is 1-800-950-4744 and are very friendly, helpful and willing to go the extra mile.

If at any stage of the installation or operation of the Auditcon lock you are experiencing a problem, don't hesitate to call customer service, their there to help and will do everything they can to do so.

CONCLUSION

The overall capabilities of the Auditcon lock are quite impressive. This is just a brief overview of the full potential of this product. We did not cover the Auditcon System software because it would require a book in itself. Not because it's that difficult, but because of its full capabilities.

This lock is innovative (as are all of Mas-Hamilton's locks), well-made and fulfills a need that has existed since time began. It is a lock that thinks, communicates, allows numerous options and offers inherent protection against unauthorized entry. If such an entry should occur, the lock will indicate who did it. What more can you ask of any security device, except maybe to arrest the bad guy or gal with nefarious motives? Knowing Mas-Hamilton, that may be coming next.

For more information on the Auditcon lock or future class dates and locations, contact: Mas-Hamilton Group, 805-D Newtown Circle, Lexington, KY, 40511-4744. Phone: (800) 950-4744 or (606) 253-4744. 

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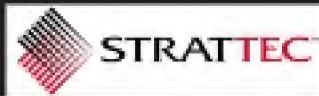
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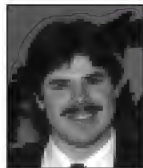
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Servicing the 1996 Toyota Camry

Part 1



by Michael Hyde

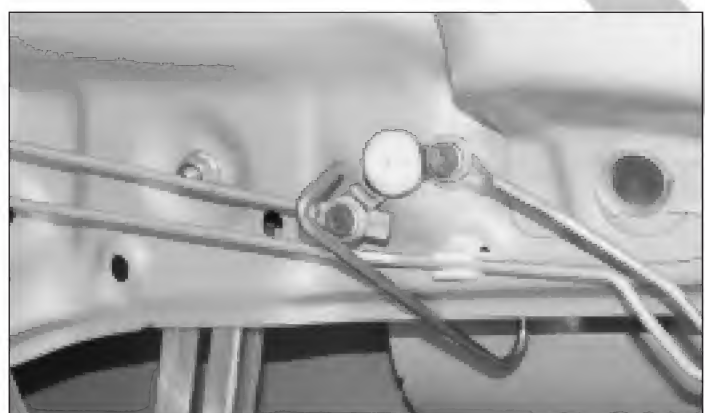


Photograph 1. This time we take a look at the very popular selling Camry. The keying kit for this model is ASP part number A-30-108 or A-30-150. This car uses the newer Toyota keyway and tumbler system, incorporating split tumblers. However, these tumblers use a different rule of thumb than most other brands using split tumblers. Since these split tumblers ride on the same side of the key as a team, they must then always be the same depth. Therefore, it is not necessary to know which chambers use split tumblers to generate a key to this car. In other locking systems, such as your high-security sidwinder keys, the split tumblers will ride on opposite sides of the key allowing for different depths to be used. This is a one key car as typical with most Japanese cars. This model also comes with a Valet key to lockout using the trunk and glove box locks.

Opening the Car



Photograph 2. Opening this car can be a little work but if your patient it will open for you. It is important to watch the lock button for movement, to know if your in the right area. The linkage rods are heavily shielded.



Photograph 3. Use a tool, as pictured, to move the linkage at the bell crank. The tool used was from the High-Tech set but any similar tool will work. It is important to obtain a quality auto opening set to keep you on your toes.

Continued on page 28

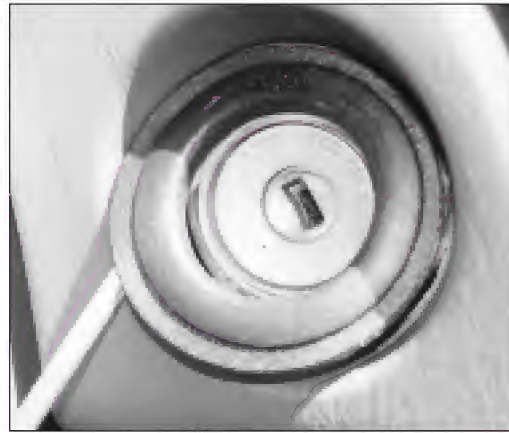


Continued from page 26

Ignition Lock



Photograph 4. The ignition lock appears to be an in-the-dash type, but is really connected to the steering column.



Photograph 5. To service the ignition cylinder pop-off the colored trim ring.



Photograph 6. The plastic illumination ring needs to be removed, it snaps off.



Photograph 7. A view of the illumination ring.



Photograph 8. The knee bolster has to be lowered to access the active retainer on the ignition. Remove the access cover below the ignition cylinder. You will need to remove the 10mm bolt.



Photograph 9. Remove the small access cover on the left side of the knee bolster and then remove the 10mm bolt.



Photograph 10. There are two 10mm bolts on the bottom of the knee bolster, one in the left corner and one in the right corner.



Photograph 11. A view of the knee bolster lowered out of the way.



Photograph 12. With the knee bolster out of the way it is easy to access the ignition retainer, insert a working key and rotate it to the "ACC" position. Depress the retainer and remove the lock cylinder.



Photograph 13. The ignition cylinder.

Photograph 15. This lock has a face cap on it that must be removed. The face cap is held to the cylinder by both a roll pin and two staked posts. The hole the roll pin sits in is concave.



Photograph 14. To disassemble the ignition cylinder you must remove the tru-arc retainer on the back end of the cylinder plug.



Photograph 16. The easiest way to remove it is to drill a 7/64" hole on the side of the housing to lift up the pin from the bottom.

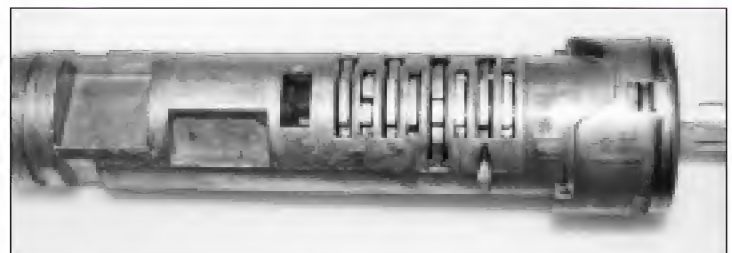


Photograph 17. The two stamped posts are shown.

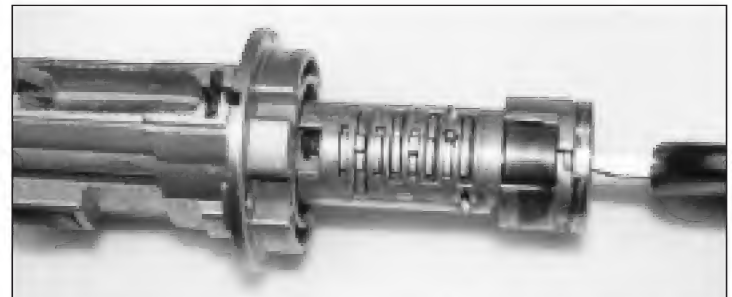


Photograph 18. The posts are part of the cylinder face cap and travel through the front of the cylinder body and then are "peened" or "staked" so there is enough extra metal overlapping to hold the cap in place. Use a pin punch to evenly tap on each post until the cap is removed. Remember you must do this evenly or you break one of the posts.

Photograph 19. The face cap removed, is shown.



Photograph 21. The cylinder plug contains two sets of split tumblers in positions four and seven from the bow.



Photograph 20. To slide out the cylinder plug you will need a working key.



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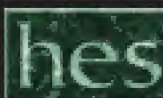
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Photograph 22. The disassembled ignition lock cylinder.

Next month we continue with the door locks.
See you then.

TNL



BEGINNER'S CORNER

Making Keys for Antique Bit and Barrel Locks



by
**Jim
Langston**

There are several types of antique locks that use bit and barrel keys. This month, we will talk about the two most common, one takes a bit key and the other takes a barrel key. Both of these locks were widely used in a variety of furniture lock applications.

First, let's look at the difference between a bit key and barrel key. The

bit key has a solid end on the tip of the key (see Photograph 1). The barrel key has a hole in the end of the key (see Photograph 2).

Barrel keys are common in most furniture locks. If you look in the keyway, you will find a post in the center of it (see Photograph 3). The barrel key will fit over this post when you insert the key.

To make a key for this type of lock, you must first trim away some of the blank so that the key will fit into the keyway, unless you are able to find a key of the correct size.

Now trim off the length of the key (from the tip) so that it will turn in the lock (see Photograph 4). Next, smooth off the top of the blade of the key

with a smooth flat file. Once this has been done, you can impression the key. Try turning the key to the right until it stops and back to the left until it stops. Pull the key out of the lock, turn it over, and look for a mark on the top of the blade (see Photograph 5). There will be a mark on one side of the blade. The side that the mark is on determines the direction to turn the lock to unlock it.

File the mark with a flat file. Be sure to open the slot on the key so that your file will move easily but be careful not to file the slot too wide (see Photograph 6). Now put the key back in the lock and turn it to get more marks. File only where you have a mark. Do not file if you do not see any marks. Be very, very careful not to put extreme force on the key because the key might break. The key will turn very firm when you are close to having the key done. File the remaining marks and the key should work properly. These locks will have anywhere from three to six levers in it.

Another way to make a key for this kind of lock is to take the lock out of the furniture and sight read it until you get a key made. Some locks have a sight-hole in the case so that you can see the levers and the stump or fence (see Photograph 7). You can turn the key and watch the levers move up and down as you turn it. The first thing you want to do is file the key at the end closest to the bow of the lock. When you have cut the key down with your file so that the lever is centered over the stump, go to



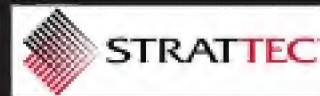
1. The bit key has a solid end on the tip of the key.



2. The barrel key has a hole in the end of the key.



3. Barrel keys are common in most furniture locks. If you look in the keyway, you will find a post in the center of it.



the next lever and so on until all the levers have lined up and the key turns.

In some cases, if there is no way that you can see the levers, you may have to take the lock apart. This may require unstaking the back of the lock to get it apart, so be very careful not to use extreme force. Carefully take the lock apart and lay the levers out in order one at a time so that you will know how they go back together. Reinstall the lever closest to the back of the lock first and file the key down until it will turn. Now put the next lever in and file the key till it will turn. Continue replacing the levers and filing the key until you have all the levers back in the lock.

Now lets tackle making keys for the bit lock (see Photograph 8). There are a lot of different kinds of bit locks.



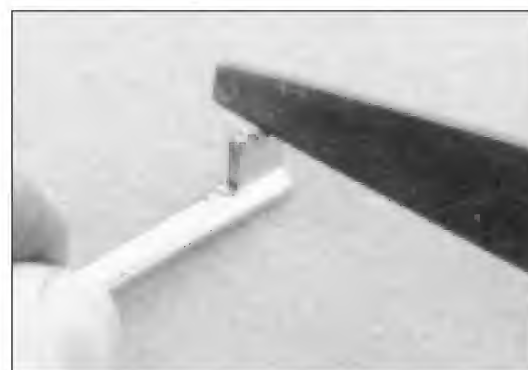
4. Trim off the length of the key (from the tip) so that it will turn in the lock.

I know most of you have heard of skeleton keys designed to operate these locks. There are three popular keys that work a lot of the old style bit locks. These keys were sold in hardware stores and five and dime stores. The skeleton keys were precut keys like the ones shown in Photograph 9.

To make keys for these locks, start by removing the screw or screws and



5. Pull the key out of the lock, turn it over, and look for a mark on the top of the blade.



6. Be sure to open the slot on the key so that your file will move easily but be careful not to file the slot too wide.

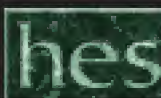


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7. Some locks have a sight-hole in them so that you can see the levers and the stump.



8. A common style bit key lock.



9. The skeleton keys were precut keys like the ones shown.



10. To make keys for these locks, start by removing the screw or screws and remove the top plate.



11. Replace the remaining levers one at a time, filing the key as you go, until all the levers are back in the lock.



remove the top plate (see Photograph 10). As in the other locks, remove the levers one at a time, leaving the last lever in the lock. File the key until the bolt will turn. Replace the remaining levers one at a time, filing the key as you go, until all the levers are back in the lock. The lock in Photograph 11, contained four levers.

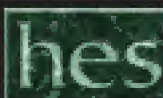
Some bit keys have a ward cut on each end of the key and a groove on the side of the key, and some locks require a cut on each end of the blade so that it will turn in the lock (see Photograph 12). The ward cuts on each end of the key will allow the key to pass a protrusion on the



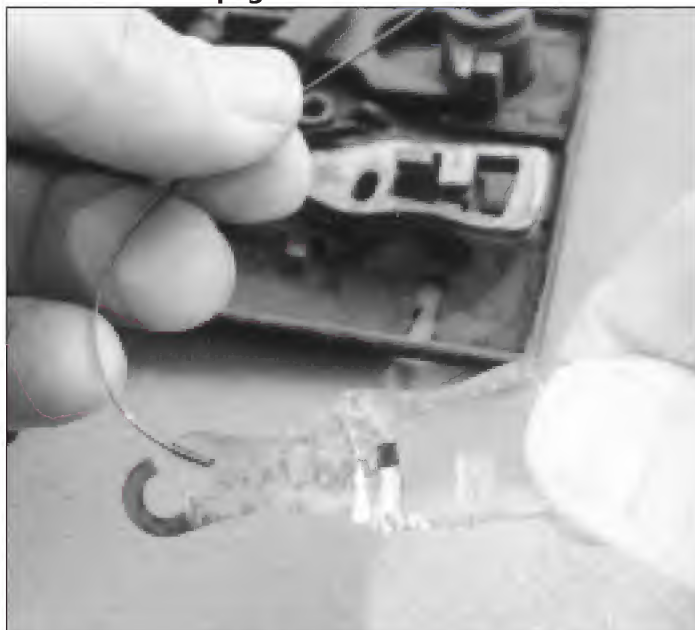
12. Some keys have a ward cut on each end of the key and a groove on the side of the key, and some locks require a cut on each end of the blade.

lock case and turn in the lock.

Occasionally you will need to repair a lever spring which breaks or is already broken. To do so, use a piece of flat spring steel of the proper length, width and thickness, and



Continued from page 34



13. Use a piece of flat spring steel of the proper length, width and thickness, and restake it back in the lever.



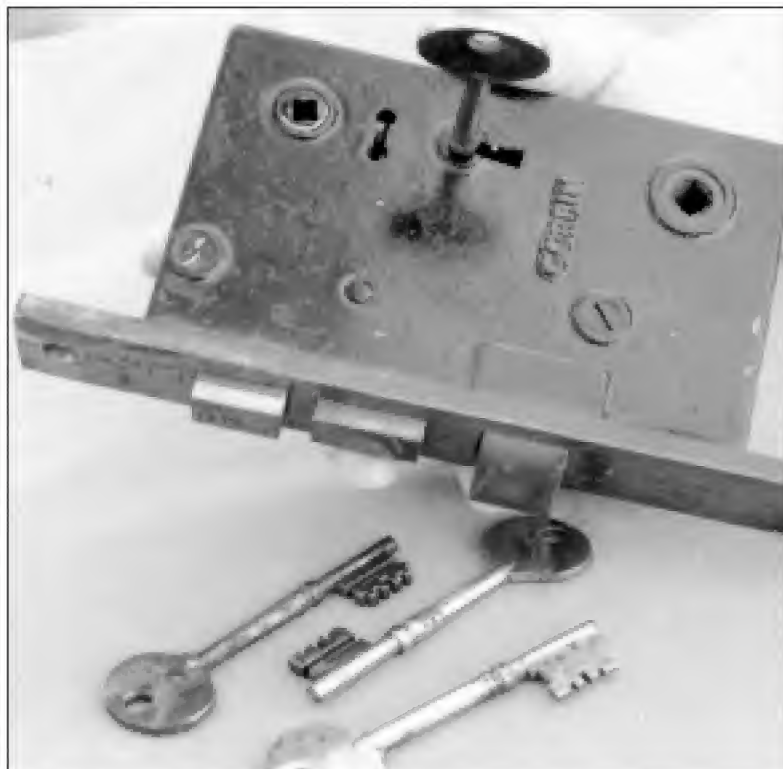
15. The Corbin hotel lock utilizes a hotel guest key, a "maid's" key, a master key and it has an emergency key.

restake it back in the lever and shape it so that it looks like the other lever springs (see Photograph 13). This is a common occurrence in old lever locks.

Last, but not least, I am including a photograph of an old Corbin hotel lever lock that is masterkeyed. Yes, masterkeyed (see Photograph 14). This lock uses a hotel guest key, a "maid's" key, a master key and it has an emergency key (see Photograph 15). These locks can be masterkeyed as any other lock can, its all in the levers and the way the keys are cut. On this particular lock, it would work just as any other hotel lock. This lock just happens to have two dead bolts in it. The bottom bolt is the locking bolt. If you were inside the room with the door shut, you would turn a thumb

turn to throw the bolt and lock the door. This would be the top bolt. The only way that the lock can be opened from the outside, is by using the emergency key. The other keys will not work the lock when the top bolt is thrown (see Photograph 16).

Bit and barrel locks can be very interesting to service, they can also be a nightmare. I would encourage you to study these locks whenever possible. There is a lot you can learn by the design,



14. An old Corbin hotel lever lock that is masterkeyed.



16. This Corbin hotel lock just happens to have two dead bolts on it. The bottom bolt is the locking bolt.

function, and operation of such locks, which far exceeds much of what is available today.

POINTS TO PONDER

Nobody has ever drowned in sweat.

TNL

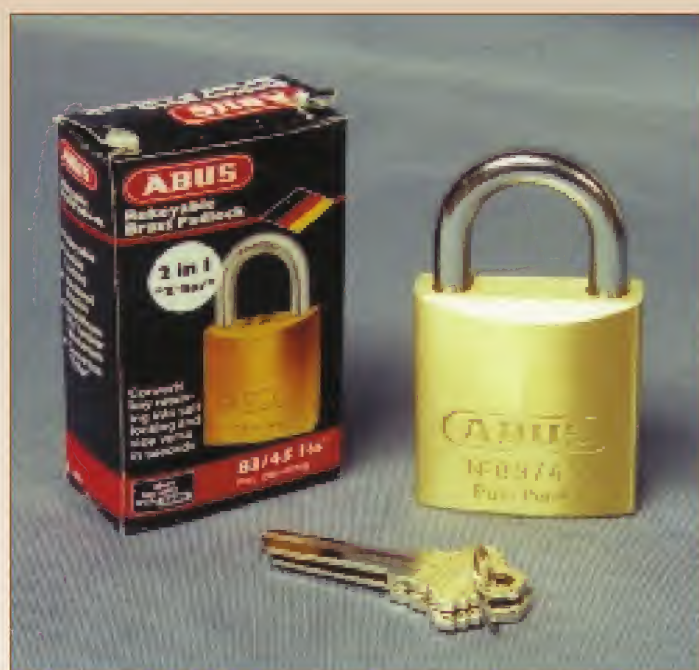
COVER
STORY!

Padlock

Currently, just about every serviceable padlocks. Shackles changed. That wasn't the



by
**Sal
Dulcamaro,
CML**



1. An Abus 83/45 rekeyable padlock. This particular one uses the Schlage C keyway.

When it comes to serviceability, padlocks have changed a lot over the years. Not so long ago when padlock keys were unaccountable, the only practical remedy was to throw out the lock and buy a new one. That's not to say that older design padlocks were impossible to rekey. They just weren't designed simple to rekey (or otherwise service).

Some padlocks would require drilling out pin chamber caps to unload the tumblers and springs, and then recapping the chambers after reloading the tumblers and grinding the chamber caps flush with the surface of the padlock. Others (like the Master laminated steel padlocks) required either grinding off the ends of the rivets or using a hollow mill on the rivets in order to remove the bottom laminated plate. With the plate removed, the lock cylinder could come out to be serviced or rekeyed.

The procedures were time consuming and usually impractical. You couldn't realistically charge the customer for the actual time spent on the job, or the price would be more than the cost of a new lock. Consequently, a padlock was often a throw away type item. That's not necessarily a bad reflection on the manufacturer, because the construction and design (which made them not rekeyable) made them less expensive. Although many padlocks are now fairly

Round-up

padlock manufacturer produces field and cores can easily be removed and case not to very long ago.



2. The cylinder has been removed from the 83/45. Shackles are available in different lengths and materials and cylinders are available in most popular commercial keyways.

simple to service, the vast majority are made to not be serviced. It's a tradeoff— versatility or price. The non-rekeyable locks can be assembled faster and cheaper.

Field Serviceable Padlocks

This article is about serviceable padlocks. Although (with enough tinkering) any lock can be taken apart, you will be seeing padlocks designed to come apart for rekeying or other types of service. Many of them have shackles that are very easy to replace, and a number of them have lock cylinders that use common commercial keyways.

Photograph 1, shows an Abus 83/ 45 rekeyable padlock. This particular one uses the Schlage C keyway. It has a brass body and hardened steel shackle. One of its main claims to fame is the "Z-Bar." It is convertible back and forth from key retaining or non-key retaining, by installing or removing the Z-Bar.

The cylinder has been removed in Photograph 2 by removing the retaining screw under the shackle. The 83/ 45

padlock is sitting on the instruction sheet that shows how to change the shackle. Its versatile design allows you to reduce stock, because its function, cylinder (keyway) and shackle can all be changed quite easily in the field. Shackles are available in different lengths and materials, while the cylinders are available in most popular commercial keyways.

Abus manufactures padlocks in many sizes and styles. They have inexpensive non-serviceable padlocks to heavy duty high security padlocks.

For more information on ABUS padlocks call: 800-225-5348.

Continued on page 42



3. The Steele ICC-6 padlock. This lock accepts Best-style interchangeable cores.

Continued from page 39

Photograph 3, shows the Steele ICC-6 padlock. This lock accepts Best-style interchangeable cores. The core and shackle have been removed in Photograph 4. The shackle shown is made of extra-strength molybdenum, but it is easily changed by removing the retaining pin visible just above the shackle (attached to an allen wrench).

For more information on Steele padlocks call: 800-225-5349.

Photograph 5, shows an Almont "ReKey" padlock. It has a Schlage C keyway. To its left are some servicing tools, and to its right is a modified operating key for removing the plug to service or rekey the lock. A small hole can be seen at almost 6 o'clock (in the photograph) of the circumference of the plug face. When the plug is rotated fully with the modified operating key, a special wire tool slides into that opening to retain the top pins in the upper pin chamber when the plug is removed.

The plug has been rotated to the proper position in Photograph 6. The wire tool is holding the top pins while the plug is withdrawn from the lock case. Just below the shackle are the tools used for loading top pins and springs, when complete disassembly and reassembly is required.

Almont padlocks are available in a wide variety of commercial keyways. This same design rekeyable padlock has been around for many years. Servicing these locks is more complex than some of the newer design rekeyable padlocks, but with a little practice you can become quite proficient (and fast, too).

For more information on Almont padlocks call: 810-798-8950.

Photograph 7, shows a model 700 American padlock. In earlier incarnations, it was one of the first truly heavy duty padlocks. It's well known for the round (hockey puck shaped) body and solid steel construction. I remember many years ago trying a 3 foot bolt cutter on it. It damaged the jaws of the bolt cutter, and left only a few minor dents in the shackle.

The cylinder and shackle have been removed in Photograph 8 by removing the screw under the shackle. This newest version of the model 700 has an easy to change shackle, and a blocking disc that obstructs the back end of the keyway to prevent the use of bypass tools.

American has been making padlocks for many years and has a very broad product line. From small inexpensive padlocks to the model 700 (and other heavy duty padlocks), American makes padlocks to serve most needs.

For more information on American padlocks call: 800-323-4568.

Photograph 9, shows a Federal model 250 padlock. It is one of many of their solid body padlocks. This one uses a small key cylinder, although many Federal padlocks also use commercial key cylinders.



4. The core and shackle have been removed from the ICC-6 padlock. The shackle shown is made of extra-strength molybdenum.



5. An Almont "ReKey" padlock which has a Schlage C keyway.



6. The plug has been rotated to the proper position and the wire tool is holding the top pins while the plug is withdrawn.



7. A model 700 American padlock. In earlier incarnations, it was one of the first truly heavy duty padlocks.



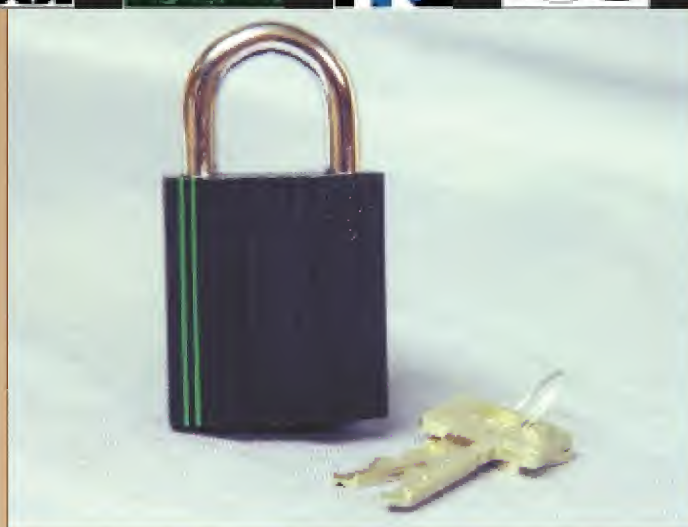
8. The cylinder and shackle have been removed. This newest version of the model 700 has an easy to change shackle.



9. A Federal model 250 padlock. It is one of many of their solid body padlocks.



10. Most of the solid body padlocks come with Federal's trademarked quick change shackles.



11. An ASSA no. 2 high security padlock. It uses standard ASSA high security keys and can be customized to any particular locksmith or client's sidebar.

It is shown disassembled in Photograph 10 by removing the screw under the shackle. Most of the solid body padlocks come with Federal's trademarked quick change shackles. The quick change shackles can be switched in just a minute or two. This padlock requires a special pin kit because of the smaller diameter pins. The commercial cylinder padlocks, however, can use your standard full size commercial pin tumblers (made by LAB or a specific lock manufacturer).

Federal makes a wide variety of padlocks for all types of special applications. They also make shackles in a variety of lengths and different materials.

For more information on Federal padlocks call: 800-682-9851.

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Photograph 11, shows an ASSA no. 2 high security padlock. It uses standard ASSA high security keys and can be customized to any particular locksmith or client's sidebar. It can be quite useful where a customer wants their padlocks on the same key system as the lock cylinders on their building.

The cylinder has been removed in Photograph 12. With the shackle open a phillips head screwdriver can undo the cylinder retaining screw and it can be coded like any other ASSA commercial lock cylinder.

ASSA high security padlocks also come in other sizes. ASSA is probably better known for its high security cylinders for a variety of different commercial locksets, but they do make a variety of other specialty locks and cylinders.

For more information on ASSA padlocks call: 718-927-2772.

Photograph 13, shows a quite massive padlock made by MUL-T-LOCK. I don't know if heavy duty is big enough to describe it, but it definitely is heavy. It has a multi-layered padlock body and uses a MUL-T-LOCK high security lock cylinder. The special cut within a cut keys are just to the left of the padlock, while the key ID card is to its right. There are two threaded holes on the top surface of the padlock body (just between the two shackle legs) where an optional shackle guard can be attached with screws. That provides less exposure of the shackle to bolt cutters (although I can't imagine too many bolt cutters that could take on this shackle).

The padlock is only half disassembled in Photograph 14 by removing the set screw in the lock body face. The lock cylinder is part way protruding from the cavity inside the



14. The padlock is only half disassembled. A unique lock cylinder design which is protruding from the cavity inside the padlock body.



15. A special plastic holding device keeping together the bible and plug.

padlock body. This is a unique lock cylinder design. The bible (which contains the upper pin chambers) and the plug (which contains the lower pin chambers) are two separate disjointed pieces. There is no shell permanently connected to the bible. Only the cavity in the padlock body keeps the bible and plug in physical contact with each other. If you were to pull them completely from the padlock body, they would separate and pins and springs would be everywhere.

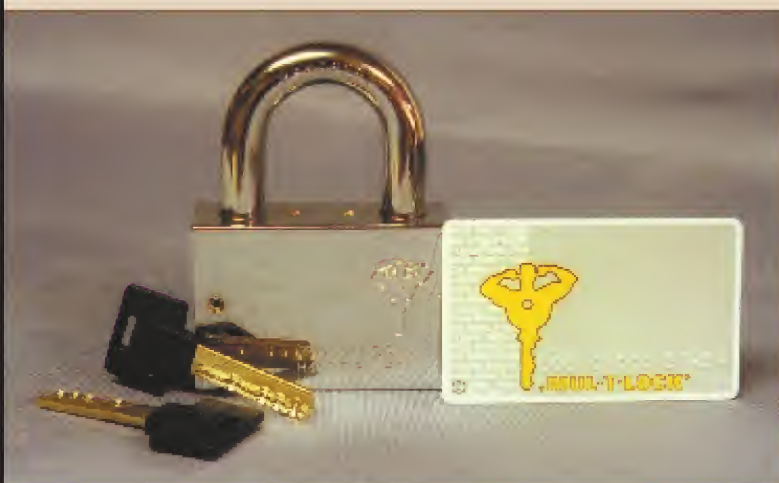
Photograph 15, shows a special plastic holding device keeping together the bible and plug. This holding device must be attached before removing the lock cylinder from the padlock cavity. The plug was rotated far enough to expose the five bottom pin chambers in the plug. There are inner and outer pins in each chamber, which makes this a 10 pin tumbler lock cylinder.

MUL-T-LOCK makes some very interesting (and massive) padlocks, and some other locks that are not quite padlocks but very close relatives. MUL-T-LOCK is headquartered in Israel, and not surprisingly, their products reflect the obvious security concerns of that region of the world. If you have unique circumstances where strong is just not strong enough, you may want to check out some of their specialty locks.

For more information on Mul-T-Lock padlocks call: 800-562-3511. **TNL**



12. With the shackle open a phillips head screwdriver can undo the cylinder retaining screw.



13. A quite massive padlock made by MUL-T-LOCK. I don't know if heavy duty is big enough to describe it, but it definitely is heavy.



THE FORD TOOL



by Dale W. Libby

Since my cover appearance in the February '96 issue of The National Locksmith, I and the magazine have been deluged with requests for more information about the tool I used to open my Ford van. This is an ancient device that I have used for many years. This tool takes about 2 minutes to make. It will work on ALL Ford vans with push button locks. It only works on the back door, however.



1. The Ford tool next to a ruler. It is made from an old double sided tension wrench.

I made this tool utilizing a double sided tension wrench that is included in most large pick sets. You know the wrench, the one that does not really work on anything. It is too narrow for double sided locks like Ford, Chicago, and other foreign automotive locks. It is also too narrow to effectively work on the old Schlage double sided wafer locks. I used the handle of this tool to make the Ford shim.

What the tool does is bypass the button mechanism and pushes directly on the latch mechanism opening pawl. When the door is unlocked, the button mechanism pushes on this pawl. When the door is

In the February '96 issue, (page 49) I used, but didn't show and tell you, about a unique tool to open older Ford vans. After a frenzied surge of requests for more information, this is what I used.

locked, however, the button plate does not engage the pawl.

In Photograph 1, we have an edge view of the tool. It is 3-5/8 inches long. There is about a 1 inch cut out along the left side of the tool about 1/8 inch back from the tip. These measurements are not critical. Instead of the two prongs at the back of the tool, I utilized a 1/4 inch screw and two bolts. It is easier to push on the tool with the screw than to stab your palm with the prongs present.

Photograph 2, shows the tool in action. First, press in the button and insert the tool into the upper right hand corner of the button. Keep the button depressed while inserting the tool. A slight wiggle of the tool side to side will make getting around the button plate easier. (Hence the reason for the cutout on the left side of the tool.)

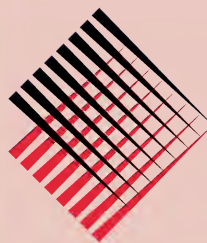


2. The tool in action. Depress the button and insert the tool into the upper right side of the button cavity.

Just keep pushing the tool into the door while pulling out gently on the handle until the door pops open. There will be a little resistance when you hit the latch pawl. With a little practice you will be able to open these older Ford vans and RV's in under 5 seconds.

Find someone with a Ford van while you are making the tool. You will be amazed at how quickly and easily this opening is. Remember, this opens the door without unlocking it.

Open and Prosper!!! **TNL**

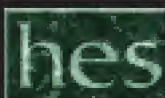


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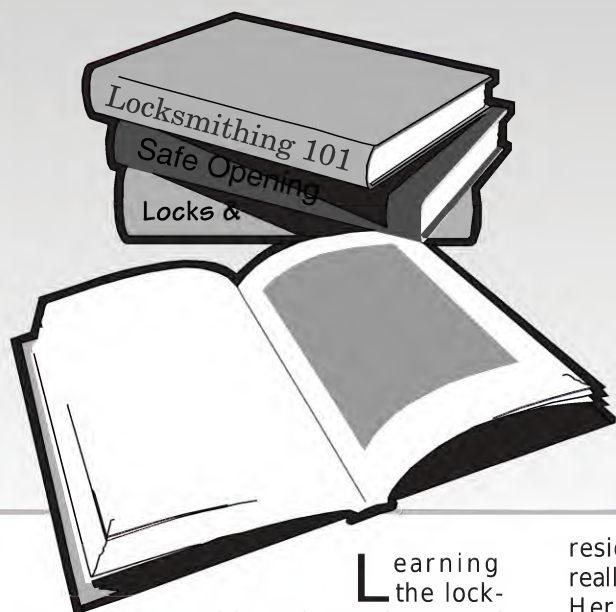
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Locksmith School Testimonials



Can a locksmith course really teach me to be a locksmith? If I take a residence course, will I really learn much more?

Learning the locksmith trade can be one of the most rewarding accomplishments anyone can achieve. However, gaining that knowledge and experience can be one of the most difficult. Even though there are more opportunities and programs offered today than in the past, aside from serving as an apprentice in a locksmith business, gaining proper education and experience can be an arduous task. Unless you enroll into a correspondence or resident school, limited avenues are available.

For years, correspondence schools have been filling an educational void into gaining insight to the locksmith trade. There is limited residence training available. There are more correspondence schools now offering locksmithing courses than ever before, each offering their own programs and levels of difficulty. The big question however, is can you really learn locksmithing through a correspondence course, and will you be given the tools necessary to make a living? And, if you do attend a residence course, is the education gained that much greater than a correspondence course?

For those answers, we decided to ask past attendees of locksmith courses from a number of different schools, both correspondence and

resident. We wanted to see if either really can teach you to be a locksmith. Here is what a few former students had to say about the education they received.

Acme School of Locksmithing

Allen R. Konrath attended Acme School of Locksmithing which is a residence course. He is now an instructor/Shop Manager in Illinois for the very school that taught him.

My career as a locksmith began when, after 17 years with the railroad, I was fortunate enough to meet Mr. Bill Beranek, the Director of the Acme School of Locksmithing. Mr. Beranek invited me to attend a hands-on basic course. Upon completion of the basic course I went to work in Mr. Beranek's lock shop, where I continued to learn and expand my experience in the field of locksmithing. I had no conception of all that the locksmith industry entailed when I first took the basic course at Acme School, although I was provided with more than enough knowledge to build my career.

I was more than able to realize a very good return on my school investment within a relatively short period of time. Over the next seven years I became the Manager of Acme



Lock and Key Shop and also a State Certified Instructor for Acme School of Locksmithing. While taking the basic course at the Acme School, I was impressed with the hands-on atmosphere that made learning much more interesting.

What makes the locksmithing field attractive and challenging, is the ongoing learning process that is vital to keep abreast of the ever changing security field. To cite one area in particular, it would be the automotive industry. In my opinion it is on the move so rapidly as far as change is concerned. It takes quite a lot of time and patience to stay on top of the game and it was the area that I was the least prepared for.

My future goals, as I believe everyone's is, is to prosper in my own endeavors as a locksmith and definitely to continue to instruct and to meet as many in the industry as I possibly can. I cannot begin to thank all the competent locksmiths that have helped me along the way.

Foley-Belsaw School

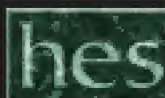
Ken Rosencrantz completed the Foley-Belsaw correspondence course. He currently owns and operates Sedro-Woolley Lock & Key in Washington.

I am a 26 year veteran of the Sedro-Woolley Police Department. I retired a detective in April, 1993. I was attracted to locksmithing many years ago by the fact that it could be run as a one man business. It allowed me to operate out of my home offering some independence. There was not an active locksmith in my area and I believed I could fill that need.



My overall impression of the school was good and the school did what it said it would do. I would only hope the school would branch out more into video training films, as that would be more personal than the straight correspondence course. But, if I had a question, I could call the instructors and they would be very helpful.

I was provided with the basics and could become active only to a point. That point being if you are going to make a living, you must realize your investment is going to be much larger than laid out in the course. For



example: you will need pinning kits of several varieties right away, large quantities of keyblanks, and either work with another locksmith for on the job training or you will spend a lot of time on the phone gaining advice from the school instructors.

I was least prepared to make business decisions on how much to charge, and even the fact that I as actually going to charge someone for doing some work that I enjoyed doing. More training in business operation would be an asset.

The topics covered were extensive enough to work with and gain basic knowledge for repair and rekeying, etc. They also offer top quality tools and technical manuals.

If I was going to improve the course, I would add more troubleshooting lessons. Case scenarios concerning what to do if a certain function of a lock quits, more instruction on locks such as Russwin mortise locks, and more trouble shooting tips on automotive problems. Problems such as what causes keys to get stuck in ignitions, why the lock worked perfectly the last time it was used and now wont turn at all. Possible tips on those problems would be helpful for the novice. Overall though, it has been a good investment and I would recommend the course to anyone.

Pine Technical College

Jim Lee attended a residence course at Pine Technical College. He is currently a company employee installing alarm systems, central vac, CCTV and intercoms in Missouri.

Basically I do think Pine Technical College provided me with the necessary tools and information to be an active locksmith. However, much more time was needed for real life — real world — hands-on experience. Much, much more hands-on lab time was needed.

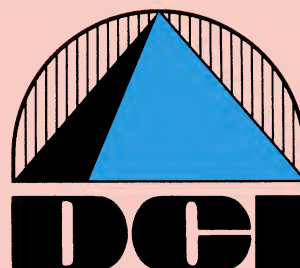


I have always been interested in locks and lock systems, although I am more electronic oriented. What impressed me most about the course was the well rounded vast knowledge of the two instructors. What has surprised me most about the trade is the vast variety of locks and hardware. I would think after all these years a more standardized system would exist.



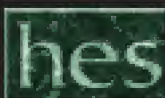
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What I enjoy most about locksmithing is meeting people and helping them out of their dilemma, however, work has been hard to find. It is hard to get anyone to take a student on for an internship. Every contact I had for employment wanted at least two (2) years of experience or they were not interested in hiring. I believe Pine Tech or ALOA or some organization should work to set up a 1-2 year "On The Job Training" program with pay.

The only real complaint I have is the state has really messed things up for vocational tech schools with the general education requirements. You just get going good on a lab project, the hour is over and down the hall you go for bookkeeping, tech report writing, business law and such.

If you don't take all the general education (GE's) courses, you can't get loans, grants or a diploma. They have you strapped for two years while receiving maybe six months of real locksmith related information. A lot of people have showed interest in the school, but won't go because of the GE course requirements. Students want to learn locksmithing, not tech report writing.



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I didn't want to go to a junior college because I wanted a tech school like it used to be. Teach me a trade so I can go to work. I had 40 interviews and they all wanted two years experience. How do you get it if no one will take you on?

Overall, I did enjoy the course. I probably learned more than most students because I'm pushing 50 and have a mind-set.

NRI School

Charles J. Lucy studied the NRI correspondence course. He currently owns and operates C & C Lock and Key in New York.

My initial perception of a correspondence course was curiosity. I wondered just how much could be learned from such a course. I was very pleased about the course after I started it. My overall impression of taking a correspondence course was that it was a great way to learn. It is a comparably inexpensive way to gain knowledge on whatever it is that you wish to learn.



I believe the courses gave me the tools and the knowledge to get where I am today with my part-time locksmithing business. I plan to go full-time after I retire from my full-time job as a Police Lieutenant for the City.

I thought the courses were all very in-depth. They basically give you what you need to get started. If there is anything that you want to learn more about, there is usually extra courses in that subject. The range of topics was excellent. There again, the basics on almost everything were covered well. The only thing missing in the courses is something that cannot be taught - experience.

The schools had everything covered. I can't think of anything more that I would have included. I am constantly going back to my course books to check up on various things. Even though I graduated over two and a half years ago, I can still call with tech questions and get the help I need.

I was very impressed about how clear the courses were written. The courses were easy to understand and if any extra help was needed on something that I did not understand, it was very easy to correspond with the instructor that was monitoring my progress. The schools go out of their way to see that you understand each and every lesson.

I think the field that I am the least prepared for is safe opening. I know very little about safes at this point and I always recommend another locksmith in the area that I know can handle the job. Experience is the best teacher.

The thing that I enjoy about being a locksmith is that I get satisfaction from each and every job I perform. Trust and respect is gained through the work that I do and I thrive on being the best I can be. I would recommend NRI to anyone that is interested in the field of locksmithing.

Lockmasters

Steven Owens took both Lockmasters correspondence and resident courses. He is currently the Manager of Physical Security for the Department of Defense in Florida.

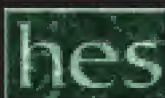
My perception of the Lockmasters courses before taking it was Ho-Hum! I was very impressed however, with the overall correspondence course after completing it. The course was more in depth than expected. The range of topics covered was very extensive. The company, instructors and course material is what most impressed me about the course. The necessary tools and information was provided to become an active locksmith. I did security work before taking the locksmith course. Had I not taken this course, I would still be doing security work.



I was attracted to the locksmith field because there was a need for someone where I worked. If I had it to do all over again, yes, I would pursue the locksmith field. The daily challenge is what I enjoy most. You think you have seen it all until tomorrow comes. There is no aspect of the locksmith industry that is my least favorite.

After attending two training courses given by Lockmaster's and two ALOA conventions, I found the training given by Lockmaster's either met or exceeded the training received at the ALOA conventions. It was also more advantageous to me due to the cost factors. The instructors spare no expense in giving their students the most current tips and tricks throughout the locksmithing industry and in the courses. I would recommend Lockmaster's courses to anyone and will personally not use any other training source.

After listening to everyone's



testimonials, I believe the one thing that stands out is the need for actual experience. There is simply no substitute for experience, which can only be gained through time. However, the proper first step to that goal is theoretical training. The needed foundation for attaining any skill is understanding how and why it works. Without the proper foundation and experience, you will never attain your true potential. Both are essential ingredients to success.

If you are looking to build a foundation, contact any of the following schools for further information:

Acme School of Locksmithing

11350 S. Harlem
Worth IL 60482
708-361-3750
Fax: 708-448-9306
Course Type: Residential

California Institute of Locksmithing, Inc

14721 Oxnard St.
Van Nuys CA 91411

College of Security Technology & Management

1301 S. Noland Rd.

Independence MO 64055
816-254-2786
Web: WWW.MARKETLYNX.COM / CSTM

Colorado Lks. College Inc.

4991 W 80th Ave., Unit 103A
Westminster CO 80030

Foley Belsaw Institute

6301 Equitable Rd.
Kansas City MO 64120
800-821-3452
816-483-4200
Fax: 816-483-5010
Course Type: Correspondence

Golden Gate School of Lock Technology

3722 San Pablo Ave.
Oakland CA 94608

Granton Institute of Technology

263 Adelaide St. West
Toronto, Ont. CANADA M5H1Y3
416-977-3929
Fax: 416-977-5612
E Mail:
INFO@GRANTONINSTITUTE.COM
Web:
WWW.GRANTONINSTITUTE.COM

L.T.C. Training Center

P.O. Box 3583
Davenport IA 52808-3583
800-358-9393
319-322-6669
Fax: 319-324-7938
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Lock & Safe Institute of Technology

1650 N. Federal Hwy.
Pompano Beach FL 33062
800-457-LOCK
305-785-0444
Fax: 305-783-4838
Course Type: Residential & Correspondence

Lockmasters

5085 Danville Rd.
Nicholasville KY 40356
800-654-0637
606-885-6041
Fax: 606-885-7093
Course Type: Residential & Correspondence
Web: LMASTER@MIS.NET

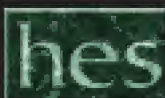
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Memphis TN 38111
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North Bennett Street School
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Boston MA 02113-1998
617-227-0155
Fax: 617-227-9292
Course Type: Residential

Northern Metropolitan College of Tafe
Cnr. Bell St. & Waterdale Rd.
Heidelberg, West Victoria
Austr. 3081
613-9242-8670
Fax: 613-9242-8673
Course Type: Residential

NRI School of Locksmithing
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Washington DC
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202-244-1600

Fax: 202-244-2047
Course Type: Correspondence

Pine Technical College
1000 4th St.
Pine City MN 55063
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320-629-6764
320-629-7603
E Mail:
HECKMAN;@PTC.TEC.MN.US
Course Type: Residential
Web: WWW.PTC.TEC.MN.US

Prince George's Community College
301 Largo Rd.
Largo MD 20774-2199
301-322-0871
Fax: 301-386-7502
E Mail:
MO5@PGSTUMAIL.PG.CC.MD.US
Course Type: Residential

Professional Career Development Institute
6065 Roswell Rd.
Norcross GA 30092

Professional Training Resources
PO Box 439
Shaftsbury VT 05262

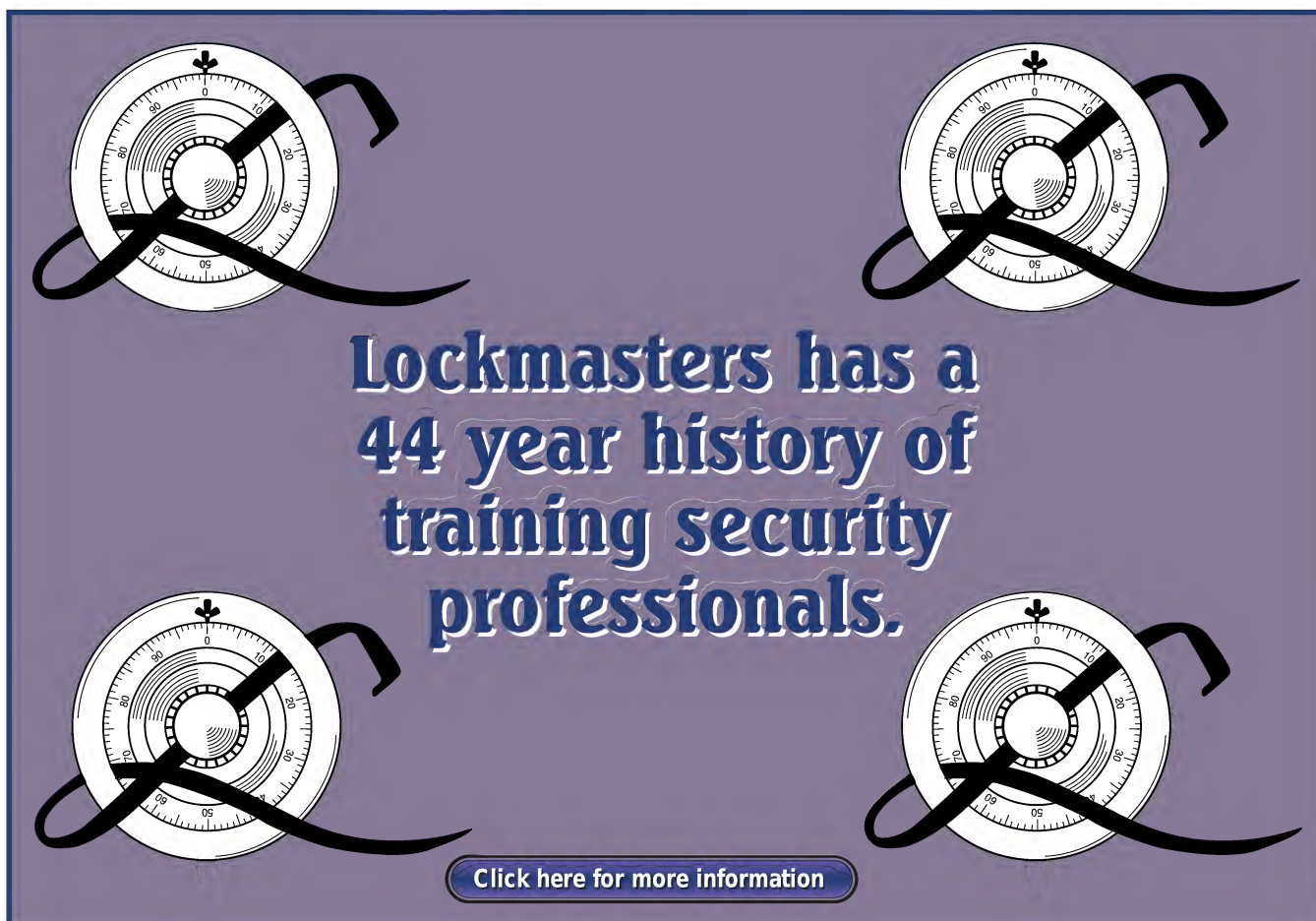
800-998-9400
Fax: 802-447-7832

Red Deer College
Box 5005
Red Deer, AB Canada T4N 5H5
403-342-3450
Fax: 403-342-3576
E Mail:
SHAUN.LOVELL@RDC.AB.CA
Course Type: Residential

School of Lock Technology
1049 Island Ave.
San Diego CA 92101
619-234-4512
619-234-5937
Course Type: Residential

The Academy of Locksmithing
2220 Midland Ave., Unit 106
Scarborough, Ont.
Canada M1P 3E6

Universal School of Master Locksmithing
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BUSINESS BRIEFS

Lockmasters Cover Shot

The photograph of the thermal lance on the cover of the September issue of The National Locksmith, was provided by Lockmasters Inc., of Nicholasville, KY. The thermal lance, which can be used as a safe opening tool, burns at a temperature of 10,000 degrees Fahrenheit and can go through safe hardplate in a matter of seconds.

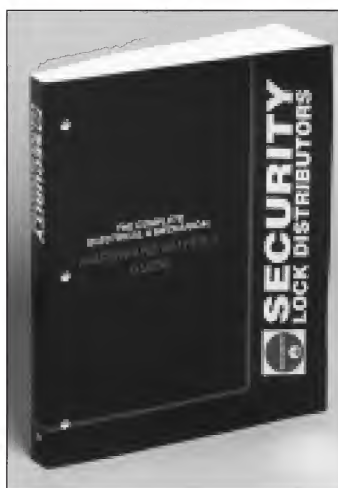


For further information on a variety of safe related tools, contact Lockmasters Inc., at: (800) 654-0637.

Security Lock Distributors Issues New 525 Page Catalog

Security Lock Distributors has just issued its latest catalog of Life Safety and Security Products. Recognized as the nation's in depth distributor, Security stocks the most extensive inventory of electronic and mechanical products from leading manufacturers such as Arrow, Locknetics, Von Duprin, Detex, Folger Adam, and many others.

The catalog contains detailed information on specifications, operational characteristics, finishes, functions, accessories and options.



For your free copy, contact Security Lock Distributors at 40 A Street, Needham Heights, MA 02194. Phone: 800-847-5625, FAX: 800-878-6400, e-mail: SECLOCK@IX.NETCOM.COM. Web: <http://www.seclock.com>

McDonald Dash Joins the P.L.S. Group

McDonald Dash Locksmith Supply of Memphis, Tennessee, has joined the nationwide Professional Locksmith Suppliers Distribution Group (P.L.S.). The addition of this strategic distributor in the mid-south brings the total to six members in the group. Other P.L.S. members include: E.L. Reinhardt of St. Paul, Minnesota; H.E. Mitchell Company of Portland, Oregon; Locks Company of Miami, Florida; Maziuk & Company of Syracuse, New York; and R&H Wholesale of San Francisco, California.

ACME Changes Name and Address

Acme Security wholesale division is changing its name

Industry Interview...

Ken Pross, Manager, Locksmith Division, Curtis Industries

This month we drop in on Curtis Industries and visit with Ken Pross, Manager of the newly formed Locksmith Division.

Ken, how long have you been with Curtis and in the locksmith field?

I have been with Curtis for over 15 years. In 1994, I was asked to research and develop a new division strictly for locksmiths. The Locksmith Division became active January 1, 1995.

What events caused the development of The Locksmith Division?

As you know, Curtis has been selling to and servicing locksmiths for many years with the Curtis Code Cutter (clipper) and keys. Previously, Curtis used sales reps to bring its products to locksmiths. While sales reps were effective, the process had some down sides. Locksmiths were often out on a service call when Curtis reps called on them. Sometimes weeks or months would pass before the rep and locksmith actually spoke.

Curtis wanted to improve service to locksmiths. For those reasons and others Curtis revamped and created a new division solely for locksmiths. Curtis now has four Locksmith Advisers dedicated to no one but locksmiths, trained to answer questions and do whatever it takes to satisfy the locksmith's needs. Our locksmith advisers—Tom, Joe, Brenda and Mary Ann—are knowledgeable, helpful and pleasant.

We also send out KEY-GRAMS to all our customers covering new products, code programs and other important information a locksmith needs to know.

What do you most enjoy about your current assignment?

Meeting a lot of new people that just want to provide their customers with honest, good service and a fair value. Almost every locksmith I've met seems to be a fair, hard-working business person who wants to be treated fairly too. I find it rewarding to know that what Curtis and I have done is helped locksmiths do their jobs better and more easily.

What has been your biggest challenge?

Curtis has many satisfied and loyal customers who have continued doing business with us over the years, but there are also locksmiths who for one reason or another have stopped dealing with Curtis. It is very hard to control my enthusiasm and calmly share the improvements we've made. I know you can't please everyone, but my group and I are going to keep trying. Our pricing is fair our quality is superior and our service is outstanding.

What other changes are taking place at Curtis?

A bunch! Locks-especially in the automotive field—are becoming more complex than ever. Just staying on top of all that's new is a full-time job. At Curtis, it's our job to keep locksmiths informed of what's new and changing. I like to use the phrase "partner with," that means a win-win for Curtis and the locksmith. We both have a positive relationship with each other and feel like a team, so we both win.

News from the Locksmithing Industry

to Access Hardware Supply Incorporated. Access Hardware Supply will be located in a new state of the art facility with more warehouse space in order to provide our customers with the best products available with quick and reliable shipping. Access Hardware Supply will be located at 14359 Catalina Street, San Leandro, CA 94577.

R & D Recalls General Motors 9-Cut

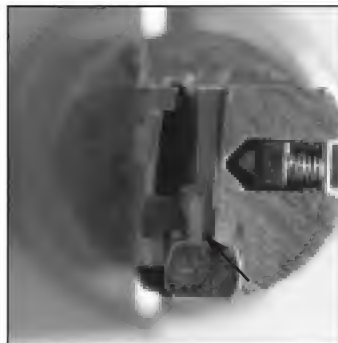
The GM 10-cut ignition lock is a sidebar lock using 9 cuts and 4 depths. Unfortunately, these locks were problematic which prompted quick action with Strattec instituting a fix. There are obstructions in the spring chambers to restrict access of the R & D Tools. Because of these changes, R & D Tool Co., is recalling all of



Old style lock without obstructions.

our 1995 GM 9-cut ignition pick sets for an update, so they will work in the 95-96-97 ignition locks. Your update will have a slightly different procedure to work and a slight bend on the spring retainer.

To receive this update, return your R & D (1995) 9-cut General Motors pickset along with \$6.00 S&H to: R & D Tool



New style lock with obstructions.

Co., Inc. 7705 RC Gorman Ave NE, Albuquerque, NM 87122-2774. Offer expires 1 March, 1997. Extra charge after this date.

Harloc Names New National Accounts Manager

Harloc, Inc., recently named Joe Welsh as national accounts manager. Welsh will be responsible for

managing all national accounts and a portion of Harloc's manufacturer's representation.

Harloc's exclusive commitment to distribution channels which serve the building and remodeling business includes retailers with a significant portion of professional contractor customers. By choosing not to pursue big box retailers, Harloc has succeeded in avoiding the inherent channel conflicts being experienced by other leading hardware manufacturers. **TNL**



What changes do you see for the future success of this industry?

Manufacturers and distributors alike must realize how the industry is changing. The fast pace is making it increasingly hard for all of us, yet that's what makes it so exciting, too.

Curtis sees all the changes as opportunities to provide important services to locksmiths. I believe that locksmiths want to do business with suppliers who provide a valuable service as well as sell merchandise. Both the distributors and locksmiths need to have a working partnership relationship. This will strengthen the industry.

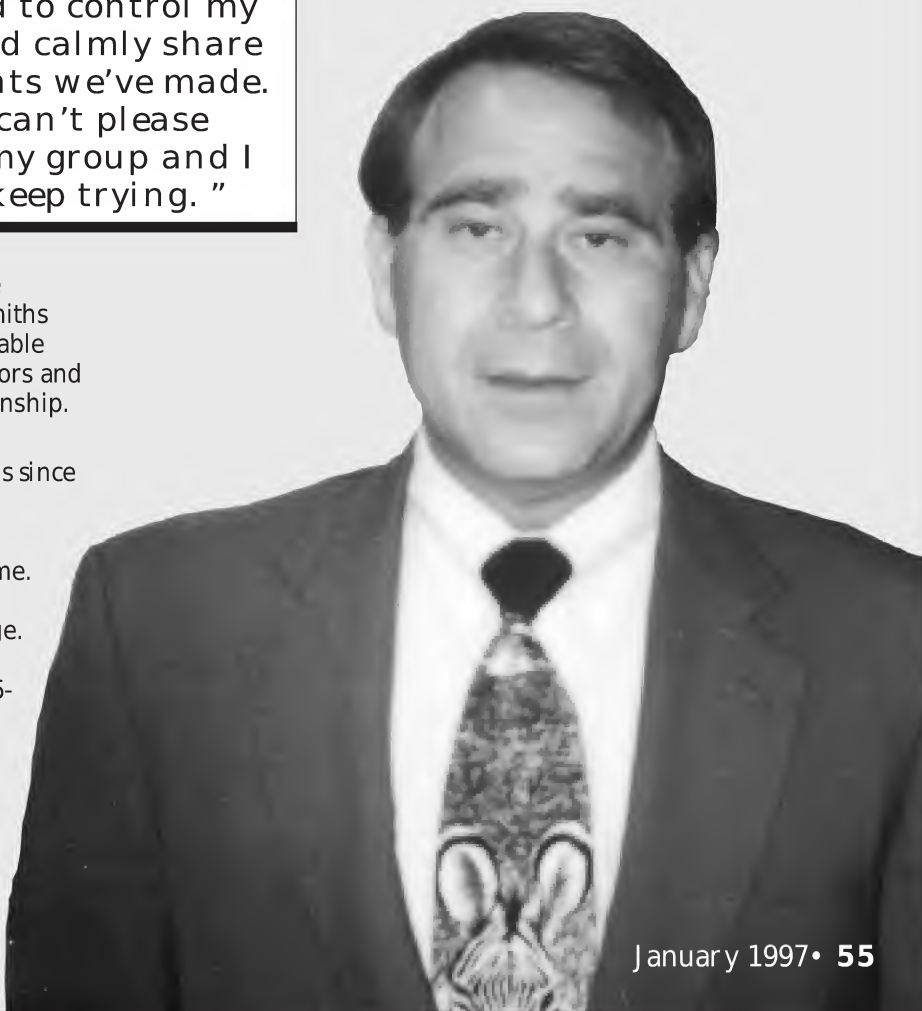
What would you say to those that have not used Curtis since the formation of The Locksmith Division?

I can only ask anyone who has not made use of our service since January 1995, try us again for the first time. Our hours are 8 am to 6 pm EST. If all our locksmith advisers are busy on the phone, please leave a message. We return all calls, in fact 90% of the time within 45 minutes or less. Curtis has a toll-free number 1800-555-5397 and you can fax us too, at 1-800-867-6020.

Any final thoughts?

As the manager of the Locksmith Division, I am always interested in what our customers think of us and how we can do things better. Please call and let me know how we're doing. **TNL**

"It is very hard to control my enthusiasm and calmly share the improvements we've made. I know you can't please everyone, but my group and I are going to keep trying."





Auto Opening / Opening The



Each year, for one reason or another, auto manufacturers experience delays in releasing some new model year cars and trucks.

This month we will cover the 1997 Mercury Tracer, another mid-year release boasting a completely redesigned body which the folks at the Mercury division hope will jump start sales. Occasionally, the manufacturer will label it's mid-year releases under the following model year. This is precisely what Ford Motor Company has done, debuting the 1997 Mercury Tracer well before the traditional model year release time. With its sleek design and well appointed interior, the Tracer has been making in-roads into the rental car circuit. Those of you in high tourist areas surely

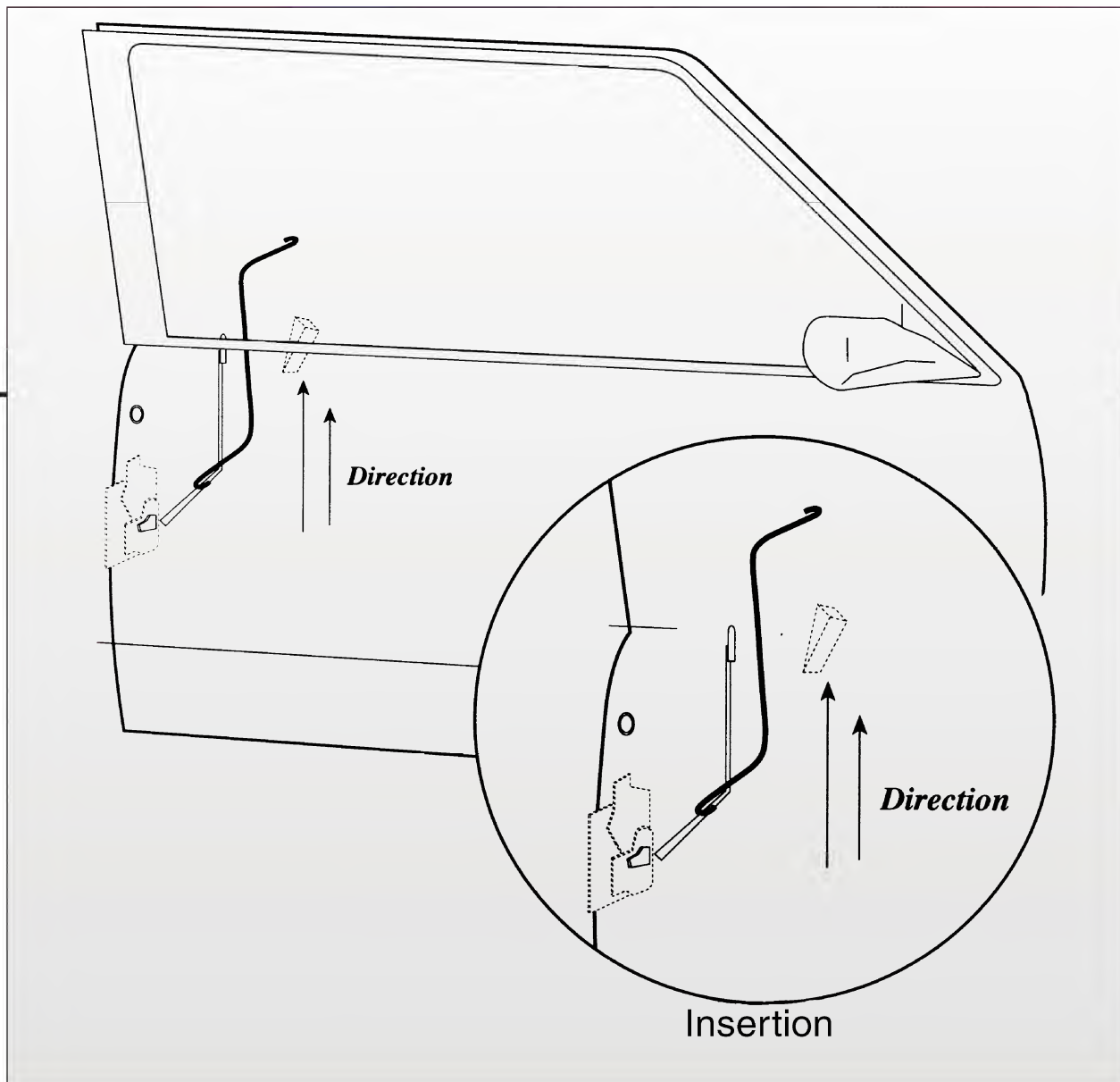
have run across this one. In case you did not know, the Mercury Tracer is identical to the popular Ford Escort.

MERCURY TRACER

The 1997 Mercury Tracer also employs a vertical lock system. While the tracer lock linkage is not as difficult to access as the one on the F150, we will still use the High Tech Tools 1847nc "S" tool for this opening. Begin, as always, by protecting the weather strip with the StripSaver, inserting it almost directly above the door handle, using the front door on the passenger side. Then, insert the wedge in between the window and the StripSaver already in place, and that will provide you with an opening to insert the tool.

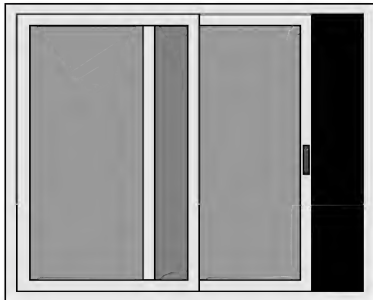


1997 Mercury Tracer!



Insert the "S" tool directly above the door handle and maneuver it in a position to hook the door lock rod. Because the door lock knob inside the car is completely depressed when locked, you may not see it move when you make contact with the lock rod. Use your expertise to judge the location and direction of the lock rod. Twist the "S" tool slightly to hook the door lock rod, then lift the tool to unlock the door. This vehicle is rather easy to open and should pose little difficulty. **TR1**

Patio Door



Security

Due to the light structure of most sliding patio doors and their locks, entry can be gained by simply applying pressure to the lock and strike area by prying with a large screw driver or pry bar. This means of entry is fast, easy, and in most cases quiet. While several styles of strikes and locks are applied to these doors, the strikes are typically

very light. Even some of the heavier strikes are little match for a crow or pry bar. To deter prying and lifting, we applied the Octopod by Major Manufacturing to our door. The Octopod, as well as several other brand locks, when properly installed provides protection from both prying and lifting. One of the nice features of the Octopod is that it utilizes a mortise cylinder lock, allowing the lock to be placed on just about any keyway.

The installation of this lock is extremely simple and fast. After assembling the lock, tightly close and lock the door using the existing lock. This makes sure that it is in the fully closed position for mounting the Octopod.

Place the Octopod on the latch side door stile, allowing enough height for the bolt to engage and disengage the header or upper frame of the door when locked and unlocked. Holding

the unit onto the door, mark the mounting hole locations (see Photograph 1).

Carefully drill holes for the mounting screws. Be extremely careful. Remember that the glass extends back into the frame up to 3/4". If you're drilling too close, even nicking the glass with the edge of the drill will cause the glass to shatter (see Photograph 2).

At this point, either the bolt guide can be attached or the strike hole can be marked and drilled. We decided to mark and drill the strike hole first. To make the mark simply thrust the bolt up into the door's header or top frame. A gentle tap on the bottom of the bolt allows the marking tip of the bolt to leave a nice, clearly visible mark on the surface of the header (see Photograph 3).

With the hole drilled, we fastened the bolt guide to the door. Location of this component is critical. The guide is to be set as close to the top frame as possible to prevent lifting the door out of the track. On the other hand, the top frame of most patio doors are not level across the width of the door. In fact, most older doors can have sags at the middle of the door up to 1/2". Under such conditions, the guide may clear the frame while the door is shut, but hit the frame as the door is opening.

To properly set the guide, hold it against the door at the highest position possible when the door is

1. Holding the unit onto the door, mark the mounting hole locations.



2. Carefully drill holes for the mounting screws. Be extremely careful. Remember that the glass extends back into the frame up to 3/4".





3. A gentle tap on the bottom of the bolt allows the marking tip of the bolt to leave a nice, clearly visible mark on the surface of the header.



4. Set the guide approximately 1/16" below the frame at this point and mark the door for drilling the mounting holes.

closed. Then, while holding the guide, slowly open the door to the full open position. If the guide hits the upper frame anywhere across the opening, it must be lowered.

Continue to hold the guide against the door and move the door to the position where the upper frame is at its lowest point. Set the guide approximately 1/16" below the frame at this point and mark the door for drilling the mounting holes (see Photograph 4).

Drill the holes and fasten the bolt guide to the door. Open and close the

door, checking for proper operation and clearance. A second hole can be drilled if desired to allow the door to be opened for ventilation while still allowing the unit to be locked insuring security (see Photograph 5).

While the Octopod patio door security lock is well known for its strength, durability and versatility, it is advised that if your customer prefers the use of a thumb turn to activate the lock, the unit should be mounted on the lower door track. The thumb turn used should also have a ball detent. By mounting the Octopod on the upper track, the auxiliary bracket can be used

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as an aid to prevent lifting of the entire door from its track. However, if the thumb turn is used and the unit is mounted on the upper door track, shaking the sliding door could cause

the locking bolt to drop (unlocking) due to gravity. The obvious result would be unauthorized entrance.

If however, the Octopod is installed on the lower door track, one could

find themselves accidentally locked out. With the unit mounted on the lower door track, should the resident egress through the sliding door slamming the door behind them, this jarring action could cause the locking bolt to also drop. The result this time would be a resident trying to find another way back into the house.

When installing the Octopod on either the upper or lower door track, it is highly recommended that a keyed cylinder be used (see Photograph 6). If a keyed cylinder is used, it is best if the cylinder is keyed to match the existing locks, eliminating the need for a separate key just for the sliding door. The key should also not be left in the lock. Doing so will result in the same circumstances incurred with the thumb turn, the plug can turn and the bolt can drop. If the customer insists upon leaving the key in the lock for emergency reasons, encourage them to at least have the key partially removed to assure the unit is locked.

With proper installation, the Octopod will provide years of trouble free service. For more information on the Octopod, contact Major Manufacturing at: (714) 772-5202. **TNL**



5. Drill the holes and fasten the bolt guide to the door.



6. When installing the Octopod on either the upper or lower door track, it is highly recommended that a keyed cylinder be used.

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Reed Report

Our schedule is full for 1997 as far as our seminars go. I apologize to those I had to say no to. However, I did do something I have wanted to for a long time. We will be going to several cities we have never gone, and to places that maybe don't get seminars from others as often as some of the major cities do. We will be going to places like Anchorage, Alaska; Ft Wayne, Indiana; Wilmington, Delaware; Marysville, Kansas; Manchester, New Hampshire; Casper, Wyoming; Billings, Montana; Ft. Walton Beach, Florida; Fargo, N. Dakota; and Minneapolis/ St. Paul, Minnesota. All of these PLUS eleven other seminars. PLUS several conventions will definitely keep us busy.

1996 has been a great year for me, and I think I can honestly say I have gotten over the shock of losing the REPORTER. It's now time to look to the future and that is exactly what Steve and I are doing.

I want to wish EVERYONE a very, very HAPPY NEW YEAR as well as a most prosperous one. As keynote speaker at various associations as well as my seminars, I have presented my "HOW TO BE A MILLIONAIRE LOCKSMITH." We have had a lot of fun with it. For the some 2000 locksmiths that have heard it these past few months, remember some of the points I brought out, especially the ways these "millionaires" made their money.

Before I get into the questions for this month I want to thank the many locksmiths for their kind remarks on my first newsletter. I am now working on the next one and you will be receiving it soon. If for some reason you did not receive it, just write me at P. O. Box 15532, Pensacola, Florida 32514. There is no charge.

Q. Beside the phone book what are the most important ways to get new business?

A. First of all I have never thought the best way for business was through the phone book. Now that I have interviewed my 45 "millionaire locksmiths" I KNOW it's not. The best way is definitely FACE-TO-FACE. Go out to your local community meetings and clubs and make your presentations on security. Newspaper advertising and leaflets are also very good. Remember, if you can't get them in your shop, you'll never sell them anything.

Another way to grow your business is through good pricing. That does NOT mean cutting prices. I said good pricing. If you handle your talks and specialized advertising well, they



Yours For Better Security,

Bill Reed
Bill Reed

Scatter Shooting while wondering whatever happened to ...Margaret Stiggleman

will understand and accept your pricing. When it comes to security for your family, do you go out and look for the cheapest available? Convey this message in your talks and you will be on your way.

If you have not attended my seminar on "Shop Promotion" or my "Millionaire Locksmith" presentation, do it when we are in your area. Heaven knows, with the amount of seminars we have booked for 1997, we should be in your area.

Q. What is "Door Handing" and how do I do it?

A. The hand of a door is determined from the EXTERIOR of the door. If you are on the OUTSIDE of the door and the hinges are on the left side and the door opens inward, then you are looking at a LEFT HAND DOOR. A right hand door would be just the opposite.

Q. Are there cylinder pins that have built-in springs?

A. To my knowledge, no. However, that's a great idea. Just think, you would never have a spring fly out at you again.

A few months back I asked who has the oldest lock shop in America. So far, the oldest submitted is Koehlinger Lock & Safe Co. This shop was started by Arthur Koehlinger in 1913. The business has been in continuous operation to the present day. Also, it has been operated by the Koehlinger family during the entire time... by Arthur until his death in 1941, by his son Stan from 1941 until 1982 when he then retired, and now by Kim Koehlinger.

The shop is located at 421 E. Washington Blvd., Ft. Wayne, Indiana. On March 1, I will be in Ft. Wayne and look forward to going by and visiting. I urge all of you to do the same. Kim has something to be very proud of. We may find an older shop, but it will be hard to find one with the same family ownership for the life of the business. Congratulations, Kim!

RL

If you'd like to attend a Bill Reed seminar, choose from the following. For more info, contact Bill directly at (904) 476-2799.

Seminar dates for the first half of '97:

Feb. 2	Ft. Lauderdale, FL	April 26	Marysville, KS
Feb. 22	St. Louis, MO	May 3	Manchester, NH
March 1	Ft. Wayne, IN	May 17	Casper, WY
March 15	Houston, TX	June 7	Colorado Springs, CO
April 5	Wilmington, DE	June 21	Billings, MT



by Jesse J. Hermann, President
All-Lock Company

I constantly hear stories about how difficult it is for locksmiths to make a living today and how so many of them are going out of business.

The facts are, in today's world of heightened concern about security, locksmiths are in greater demand than ever before. Locksmiths need to recognize that they are in the business of selling a service, not products.

Locksmiths need to understand that to most Americans what you do is somewhat mysterious. Locks, after all, are meant to keep people out. Yet somehow you have the ability to not only gain access to a locked car, but to make a key without even having one to copy!

In the eighties, much of the popular business press spoke about the need to stick to your knitting. Well, that continues to be good advice today. I want to tell you about two recent experiences I had with locksmiths.

I needed to rekey all the locks in my home. I called up a local locksmith at random from the phone book. It was a Friday, and he wanted to go home, but he said that he would stop by on the way home to do the job. We have five outside doors that needed to be rekeyed. The job took him less than an hour. The only material

VIEW POINT: Locksmiths Sell Service!

needed was some tumblers. Total material cost was probably less than \$5.00. Total cost for the job was about \$100.00.

After he finished the job, we got to talking. I am always interested in learning what our customers want. When this locksmith found out that I was the president of All-Lock, he immediately asked if he could buy direct. I was dumfounded, and I told him so. In an hour's time, he had earned \$100 with a total material cost of less than \$5. Suppose he had bought those tumblers direct. Maybe he would have gotten a 30% discount. Instead of \$5, materials would have cost him \$3.50. That is a \$1.50 savings — two cans of soda!

For kicks we talked about him buying his automotive requirements direct. He would have to guess in advance what his requirements would be. Beyond the difficulty of guessing, he would have to tie up a lot of money in inventory. I looked at his van and asked how many guys he had on the road. He admitted that the cost of the van was one of the limiting factors to putting more guys on the road.

After a bit more conversation, he agreed that he was better off selling his services as a highly skilled tradesman, rather than trying to add all the complexity and difficulty to his business of being a distributor. The product costs are insignificant compared with the cost of the service, and customers are willing to pay for good service.

I had another experience with a different locksmith a few weeks later. I had taken my family to meet some friends at an amusement park about an hour-and-a-half from my home. Our friends accidentally left the park with our car keys. Since it was a holiday weekend, I was already thinking about what it would cost to get a ride home to pick up the spare set of keys to the car. I trudged into the office at the park to call a locksmith expecting the worst. Instead I was told by the dispatcher that someone from Jerry's Lock and Safe would be at the park in about 20 minutes.

Sure, I thought, on the fourth of July weekend! Well, to my surprise Jerry showed up ten minutes later and greeted me by sticking out his hand and saying "Hi, I'm Jerry!" On the way to the car he inquired about my weekend and asked how I liked the park. He quickly opened up the car, read the key code from a lock, and used his Curtis Clippers to cut a new key.

I had called Jerry's at 2:23. I was already out on the turnpike on my way home at 3:09. I can't remember what I paid Jerry. I think it was about \$65. I do remember though the great sense of relief I felt. I'm sure anyone who has dealt with a tired family in a theme park parking lot on a hot summer day understands.

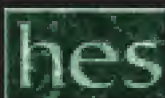
My point is that both of these locksmiths earned their money because of their skills. Both of them did sell me products — albeit in these instances very inexpensive ones — but I didn't in either case consider what the product cost. In both cases I thought only about the total cost of the job.

Remember, the average consumer can usually buy the locks that you sell them for less somewhere else, but they can't buy the service.

We are an automotive lock company, and I would be remiss if I did not tie all this into automotive products. Focus on selling your skills. This means that when you buy parts from All-Lock, you should buy our uncoded parts. These parts enable you to offer the consumer locks pinned to his original key. A service that he may not get somewhere else.

Sure, you will sell the lock, but the consumer will pay for the value of having a keyed alike car. And consumers will always pay for value. Remember, the real value of a locksmith is the service he can provide, not the products he can sell.

TNL



Medeco Goes *Direct*

In November 1996, Medeco Security Locks terminated the majority of their distributors in order to sell their products directly to the locksmith. While they will retain affiliation with several wholesalers, primarily they will sell direct through their QuickShip facility in Virginia.

In an effort to learn more about what is happening with Medeco, and to get industry reaction, The National Locksmith recently interviewed Joey Dalessio, Vice President and General Manager of Medeco Door Security; as well as Bruce Rea, VP Business Development, Medeco Security Locks. We talked to them about Medeco's recent decision to sell directly to the locksmith. We also talked to distributors Sean DeForrest, President of American Security Distribution and Howard Johnsen, President of Hans Johnsen Co. Finally, we talked to locksmith Brad Volpe, President of Broward Century Lock.

Interview With Joey Dalessio and Bruce Rea from Medeco

TNL: Why has Medeco switched to direct sales from distribution through wholesalers?

DALESSIO: We have always been champions of the locksmiths and believe that they are the key to Medeco's future. We wish to be known and recognized in the industry as dedicated to locksmiths, but that

message was not getting through in many cases. During our work with locksmiths in our training programs, we realized that many of our products and programs were not getting through to them on a consistent basis, if at all. We believe strongly that opening up the direct channel to them will give them better service, better product availability and better pricing.

TNL: Were distributor relationships not as fruitful as you would have wanted?

DALESSIO: We believe very strongly that regardless of how well we got along with distributors, we at Medeco can provide service to locksmith better than virtually anyone. We believe that the direct relationship will be more fruitful to all concerned, including consumers.

TNL: Your press release says that locksmiths will be able to take advantage of better pricing. What is the nature of the pricing advantage to the locksmith with this change?

DALESSIO: Direct distribution to locksmiths is more efficient. We are confident that the increased efficiency will enable us to offer better programs, better service, a greater availability of product and better prices.

TNL: Do you have a percentage decrease in pricing in mind? What precisely are the pricing advantages you have in mind?

DALESSIO: We don't and can't have specific numbers in mind at this time. Until the new relationships are in place, the efficiencies can't be measured. We do know that the increased efficiencies will exist, we have every reason to believe that those efficiencies will be substantial, and every reason to believe that the cost savings will therefore be meaningful.

TNL: Imagine that I am a locksmith and I buy \$5,000 of Medeco products a year from my distributor, and now I buy it direct. Will I spend less money?

DALESSIO: Yes, we fully expect so.

TNL: Can you give me a percentage?

DALESSIO: There is no way to put an exact number on it at this time. As a ball-park, the savings should be at least three percent and we believe they will be substantially greater. We hope the average will be at least seven percent.

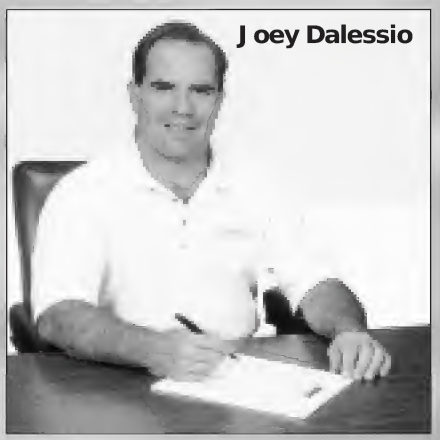
TNL: Your press release states that the locksmith will have better access to product. How will they get better access than they can get at their local distributor?

REA: We have established a system to deliver product within twenty-four hours if that is what the locksmith wants. We are backed by a huge inventory of our full line of products, services, and programs. Further, our experience over time has been that distribution through distributors is inefficient for a number of reasons. As the industry has matured, distributors carry competing lines, some of them carry their own proprietary lines, some delay orders for various reasons and some don't stock our full line. By putting our direct-to-the-locksmith system in place, we ensure the availability of our full line of products and programs to the locksmith on a very timely basis. We believe that is better access than many currently have.

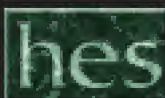
TNL: Will you have a minimum order?

DALESSIO: No. We will service any order. We believe that our quick ship facility is the biggest single line distributor in the country today.

TNL: Will you sell end users or is this strictly for locksmiths?



Joey Dalessio



DALESSIO: This is strictly for locksmiths. This is our policy. We do not sell to our locksmith's customers.

TNL: How will you identify who is a locksmith?

REA: We have carefully compiled a list of locksmiths throughout the country. We use that as our base.

DALESSIO: Also, when we open an account, the local rep is consulted and asked to make certain the account is with a locksmith. We have no intent to sell the locksmith's customers. We are looking to work with legitimate locksmiths.

REA: It is a very strict policy that we will strictly adhere to — we sell to locksmiths, not to customers of locksmiths.

TNL: Do you expect a challenge, legal or otherwise, from distributors?

REA: We have gone to great lengths working with a very knowledgeable law firm, and exploring all aspects of all issues. We are very comfortable that we are acting fairly, ethically and legally. For example, we gave the distributors twice as much notice as required under our agreements so they could adjust to the change and have offered to negotiate the repurchase of inventory from distributors. We won't sell to the distributors' customers until after January 11, unless the distributor wishes to accelerate the termination date.

TNL: Will you be dropping your NLSA (National Locksmith Supplies Association) affiliation?

DALESSIO: That's an interesting question. We don't really know. We might be a distributor member.

TNL: Why are you keeping certain distributor relationships when you are taking the vast majority of the distributing responsibilities on yourself?

REA: To better serve the locksmith. Without doubt, some locksmiths like the convenience of being able to pick up product on their own and on less than 24 hours notice. We can ship next day delivery, but, again, our customer is the locksmith and if some locksmiths believe same-day pick up is important, we hope to be able to provide that service through selected distributors.

TNL: If I have a distributor in my area who has a product on the shelf, and I also have the Medeco toll free order number, who do you want me to call?

REA: First, just to be clear, I assume we are talking after January 11, and that the distributor you are talking about is one of the ones we have decided to continue our relationship with. Second, in your question you are assuming you are a locksmith. With the clarification, the answer is that we want you, as a locksmith, to call whoever you think will give you the service you need at the price you want on the schedule you demand. Our job

is to service you in the best, most convenient way possible.

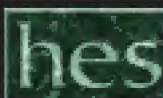
TNL: Why would the distributor want to stock Medeco when the locksmith is urged to call Medeco for orders?

REA: The select distributors we have retained will carry a full line of Medeco products to service locksmiths who, for whatever reasons, prefer to deal with a distributor. We believe some locksmiths clearly want that alternative to be available to them.

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TNL: Can you tell us about the personnel who will be selling product to the locksmith. Are they knowledgeable?

DALESSIO: We have a large staff of personnel with locksmithing background.

REA: This was a key feature in our planning. As part of this change in our distribution, we have made certain that we have people who are very experienced in dealing with locksmiths. Their job is to help locksmiths build their businesses, by providing programs, products, business and technical material and business development programs.

TNL: How will these changes affect the locksmith?

DALESSIO: We have every belief that locksmiths will get better service, a greater availability of product, more technical assistance, more business development assistance and better prices. We want their businesses to grow, because that is the key to Medeco's growth. We aim to see that that happens.

TNL: What factors will affect the prices you will offer on your products to the locksmith?

DALESSIO: Among other factors, we will consider the volume of Medeco services and products that a locksmith orders, the past history of the locksmith's dealings in Medeco products, the locksmith's participation in Medeco programs and the locksmith's dedication to Medeco's product lines.

TNL: Will you sell directly to universities, hospitals, institutions or mass merchants?

DALESSIO: No. It is not our policy to sell directly to end users or retail mass merchants.

TNL: If you get an order from someone who says he is a locksmith, but he is not in your database, will you fill the order?

DALESSIO: Our commitment is to serve legitimate locksmiths. If someone not in our data base says they are a locksmith and we are unable to confirm this through reliable channels, we will refer them to sources other than the factory.

Interview With Howard J ohnson

Howard Johnson is President of Hans Johnson Co., a Dallas-based distribution company. The firm is among the many distributors whose affiliation was terminated by Medeco.

TNL: Was Medeco's move to direct sales a surprise to you?

JOHNSON: It was and it wasn't. There's always a surprise when there's a change in distribution, but when they set up the DBK system the way they did I had some concern. The QuickShip program supplementing inventories in local warehouses was a testing mechanism of their ability to ship directly to their largest dealers.

TNL: What is your reaction to their new distributing philosophy?

JOHNSON: They are probably going to find some problems that they haven't anticipated. I believe there is going to be a lot more customer service involved than they may be aware of and how they're going to handle that with less local availability of product is going to be interesting.

TNL: Do you think Medeco will be able to service locksmiths comparable with how distributors have?

Continued on page 82



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Continued from page 80

JOHNSEN: I think they're going to change the way dealers buy merchandise. And whether the changes they implement will be compatible with the dealer's needs has yet to be determined. We don't know how they're going to handle every situation.

TNL: Have they offered to take back stock from you?

JOHNSEN: In the letter that they sent, they indicated that there is a buy back program. They will receive from us a list of the entire Medeco inventory to be returned. The only thing we would be asking is that they give us the money that we paid for that merchandise.

TNL: Do you think that there is any advantage to the locksmith in buying direct?

JOHNSEN: The only advantage is that they have a deeper inventory than they probably had with regional distributors. I believe the dealer is going to find that the laid in cost of product will not be that much better.

The one who hopes they are going to take most of the distributor profit is Medeco.

TNL: Medeco mentions that there will be price advantages to the locksmith. How much of an advantage do you believe there will be?

JOHNSEN: From what we understand from the letters we have seen that were mailed to locksmiths, the discount ranges from 42-1/2% to 50% which may be up to a 10% better price than what locksmiths are offered today. I don't know how they justify which locksmith gets the better deal. I don't think that price will be a tremendous advantage because the locksmith will have to hit a certain order level to get freight pre-paid.

TNL: Do you think there will be any disadvantages to the locksmith in this system?

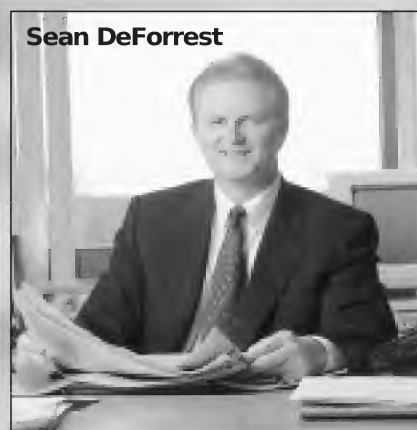
JOHNSEN: I think that they will find it quite a bit different dealing with a manufacturer who is making policy on a nationwide basis than when they dealt with local distribution.

Interview With Sean DeForrest

Sean DeForrest is President & CEO of American Security Distribution. His company will be one of those continuing to have a distributor relationship with Medeco, servicing customers who need or want to purchase from a wholesaler.

TNL: Will American Security Distribution be one of the distributors to continue to have a relationship with Medeco?

DeFORREST: We have the good fortune to be one of the few folks that



Sean DeForrest

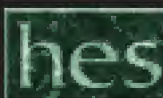


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will be servicing some of their product lines on a national basis. We will be allowed to sell their dealer keyways on a national basis with the exception of New York City.

TNL: Medeco has an 800 number for locksmiths to order products. Do you expect Medeco to drive sales through your warehouse or through their 800 number? Where is the locksmith expected to purchase that product?

DeFORREST: The customer is really going to decide where he wants to buy product. Medeco as a manufacturer will be indifferent where the customer buys the product. There will be cases where for time and distance or because of relationships, the locksmith will prefer to purchase from distribution, and we'll be one of a couple of people locksmiths can purchase from besides Medeco.

TNL: What will happen to prices you offer on Medeco?

DeFORREST: Medeco's pricing to us will change 60 days out. They are not extending the same price discount to us. That will mean in many cases that the prices will go up modestly. However, this will vary

according to the amount of Medeco the locksmith is buying.

TNL: Medeco is indicating that there will be decreases in pricing?

DeFORREST: That is true when you have a dealer who sells a lot of Medeco.

TNL: You are vice president of the NLSA. Putting on your NLSA hat, how do you think the distribution segment of our industry will view this decision?

DeFORREST: I think it will have ramifications in our industry for years to come. I think the relationship between manufacturers and distributors has been one of distance and walls between companies. This is going to splash water in a lot of faces both on the manufacturing side and on the distribution side. We need to stop operating as very distinct players in the channel and start a dialog on how we can market through the channel together.

TNL: Will the distributors view Medeco's new marketing approach as a threat?

DeFORREST: They're in denial. 'I can't believe this is happening to me.' But the way manufacturers are going to go to market is markedly different from the way they have in the past and we have to be prepared to change the way we conduct ourselves with manufacturers. And if we don't, there's going to be negative ramifications for some or all of us. I would venture to say that there are going to be some other manufacturers who will follow some kind of similar suit. I don't know if that means they will go direct, but I do think they will look at going to market differently than they have in the past.

TNL: Why did Medeco make this change in your opinion?

DeFORREST: Because the distribution relationships they had weren't working right. It was one of conflict. It was clear something was going to have to change.

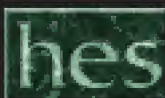
Interview With Brad Volpe

Brad Volpe is a locksmith and President of Broward Century Lock in Deerfield, FL. His company has been a large Medeco dealer for a number of years.



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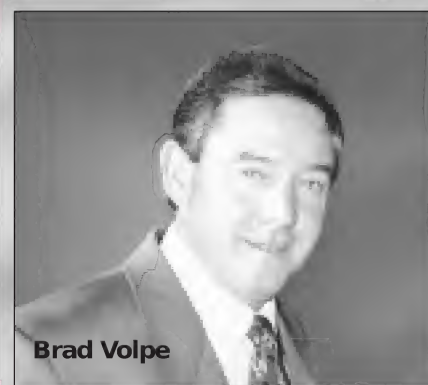
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TNL: What is your reaction to Medeco's decision to sell direct to locksmiths?

VOLPE: We're very excited. It gives us flexibility to make more money by eliminating the middleman. The mark up is going to be more to our advantage, and we'll be more competitive. Ever since they introduced the Medeco 2X it has been unbelievable. We've followed their program and it is amazing how well it has worked.



Brad Volpe

TNL: Do you know exactly what your new pricing structure will be?

VOLPE: No I don't. We just got the contract two days ago but we'll utilize it to our advantage. We do think it will be about 15 percent lower than what we were paying from our distributor.

TNL: What other advantages do you expect?

VOLPE: Their two day delivery is excellent. Their QuickShip program is great. They do everything they say they will. You get next day delivery for \$4.95 if you can believe it.

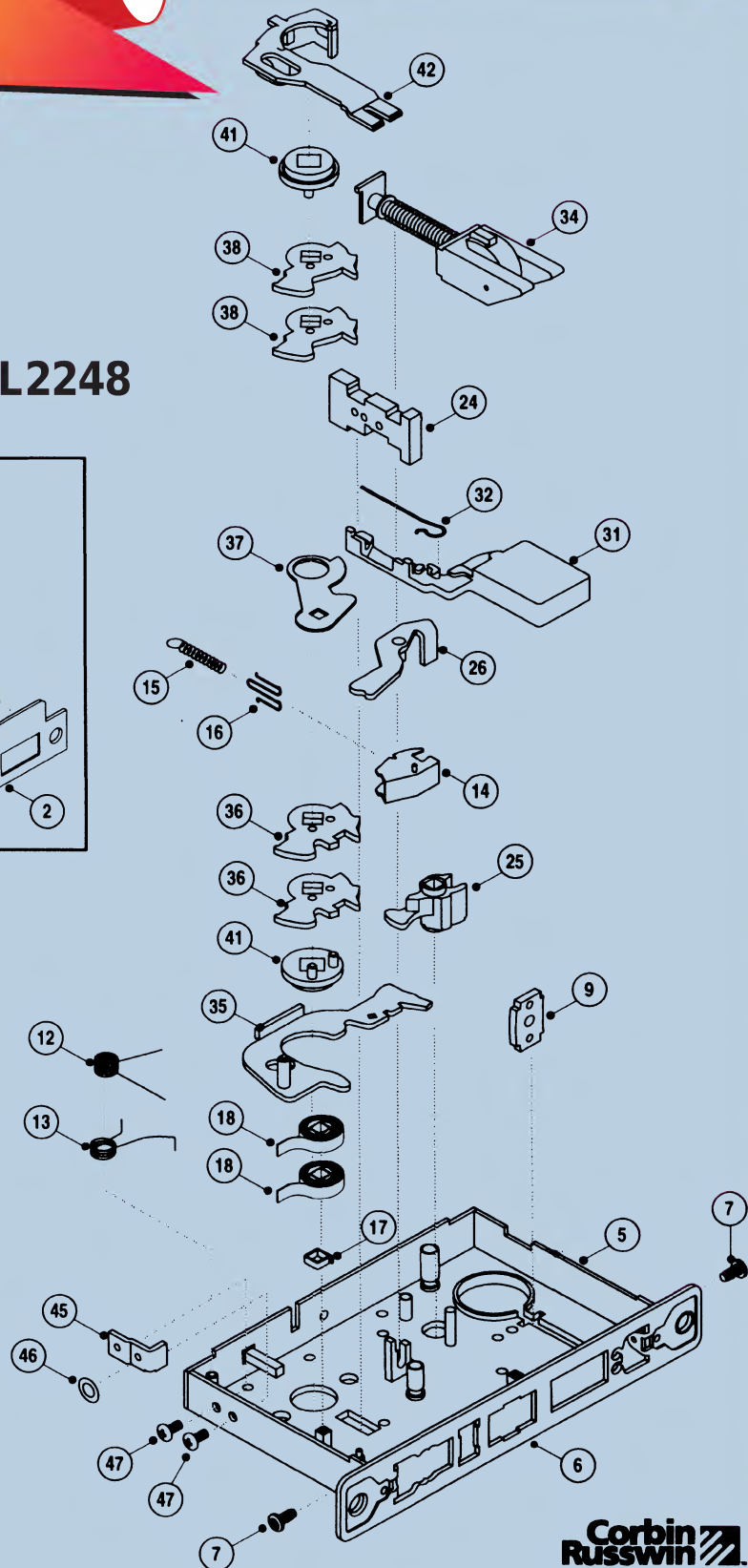
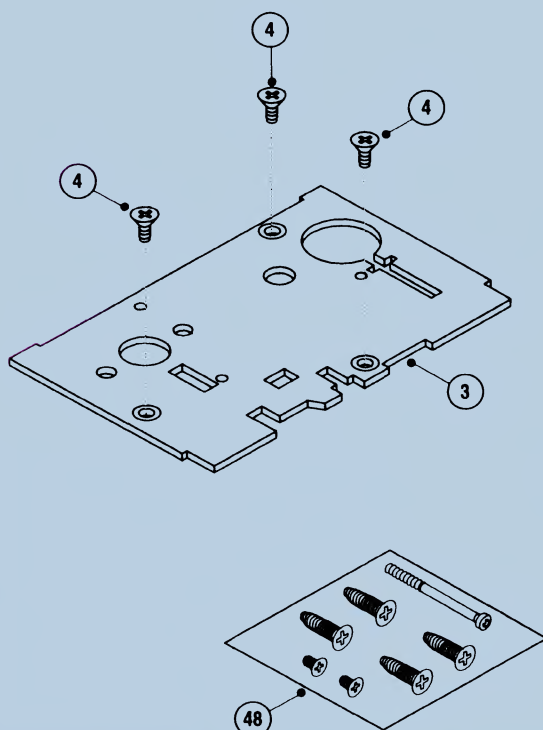
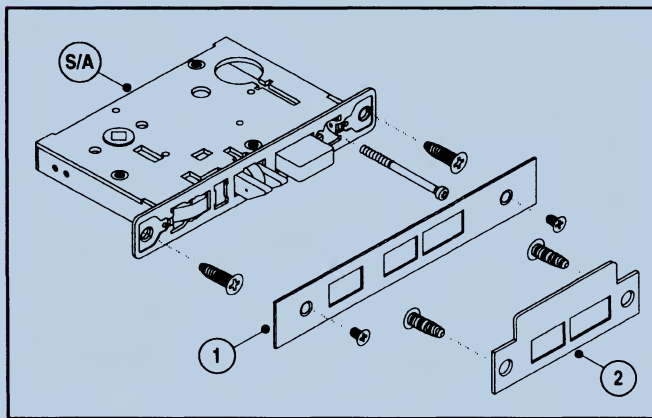
TNL: Do you foresee any disadvantages?

VOLPE: I haven't had time to think about it. Everything looks positive now, but I'm a little leery as to what the future might hold. Does this open up a floodgate for them now to think about going direct to mass merchandisers? That has been in the back of my mind and this has brought it up a little more. But I have always wondered that. I hope that doesn't happen, but if it does, we'll just have to milk it as long as we can. Up until now, everything they have told us they were going to do they have done to the T. So far I have nothing but compliments for Medeco. **TNL**

EXPLODED VIEW



Corbin Russwin's Lever Version — ML2248 Entrance or Apartment

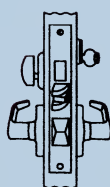


**Corbin
Russwin**



Lever Version — ML2248

Entrance or Apartment



Type	For 1 3/4" min. doors:		For 1 3/8" doors:
	Standard	Master Ring	1" Front
Function	ML2248	MR Option	D138 Option

ITEM	PART NO.	DESCRIPTION
(S/A)	specify hand	Lever Lock Body (no cylinder or trim) for Standard
	433F04-8*	D138 Option
	433F14-8*	MR Option
	500F04-8	
(1)	specify finish	Armored Front for Standard
	402F31	D138 Option
	402F35	
(2)	specify finish	(NOTE: for optional strikes see page 66)
	236L72M018	Strike for 1 3/4" door
(3)	392F74-8*	Case Cap for Standard
	441F90-8	MR Option
(4)	425F86-8*	#8-32 x 3/8" Phillips Flat Head Undercut Machine Screw
(5)	534F91-8*	Case & Front Sub Ass'y for Standard
	534F90-8*	D138 Option
	535F08-8	MR Option
(6)	534F57-8*	Front for Standard & MR Option
	534F58-8*	D138 Option
(7)	482F77-7	#8-32 x 3/8" Phillips Truss Head Machine Screw
(9)	402F73-8*	Cylinder Set Screw Bracket
(12)	402F94-8**	Retractor Spring
(13)	565F04***	Hub Lever Spring
(14)	461F01-8***	Toggle
(15)	402F63-8**	Toggle Spring
(16)	402F61-8***	Seat Spring
(17)	466F22-8	Spring Spacer
(18)	404F85-8***	Lever Return Spring
(24)	484F25-7	Stop

ITEM	PART NO.	DESCRIPTION
(25)	466F23-2	Thumbturn Lever Hub for Standard
	562F41-2	MR Option
(26)	442F20-8*	Cylinder Latch Lever for Standard
	449F72-8	MR Option
(31)	468F99-7	Deadbolt
(32)	205F87-8	Deadbolt Spring for Standard
	205F87-7	MR & M26 Options
(34)	402F68-7-625	Latchbolt for Standard
	402F68-7-3A	M26 Option
(35)	402F90-8*	Hub Lever
(36)	404F90-8***	Locking Hub (Rollback)
(37)	601F55-8***	Hub Spacer for Lever x Lever Trim
	404F92-8***	Lever x Knob or Knob x Lever Trim
(38)	404F91-8***	Non Locking Hub (Rollback)
(41)	465F54-8***	Hub & Pin Assembly
(42)	582F16-8	Retractor for Standard
	582F16-2	MR & M26 Options
(45)	404F86-8*	Hub Alignment Bracket
(46)	556F56-8	Washer
(47)	421F25-8***	#8-32 x 5/16" Phillips Truss Head Machine Screw
(48)	specify finish	Mortise Lock Mounting Packet for Standard
	429F41	MR Option
	488F09	

Take My Customers... PLEASE!

by Tony Blass

For twenty years I have owned a mobile only locksmithing company in California. The following is a composite day recount on the streets of the city by the bay. The names have been omitted to protect the emotionally unstable.

The vast majority of my customers are nice people who row with both oars in the water. However, anyone who deals with the public, soon discovers that there is a segment of the population that falls somewhere between emotionally shipwrecked and a couple sandwiches short of a picnic. The following true stories will attest to that fact.

Its 7:30 A.M., the phone rings. I get out of bed, trip on an electrical cord and step on my pet rabbit answering the phone.

Me: Abco Lock.

Customer: Is this Abco Lock?

Me: Hold on a second, let me check my business card.
[pause] Yes it is. Can I help you?

Customer: Yeah. I'm trying to get hold of a locksmith.

Me: You have succeeded beyond your wildest dreams.
Can I help you?

Customer: What type of locks do you work on?

Me: What type do you have?

Customer: I don't know!

Me: We specialize in those. What seems to be the problem?

Customer: That little doohicky on the metal part of the lock that you stick the key in from the other side by the tumbler is O.K., but it seems to be something else. You know what I mean? How much is that going to cost to fix?

Me: It should be somewhere between zero and \$200,000.00.

Customer: Can you come over after 3 o'clock, because the lock works fine till 3 o'clock then it stops working.

Me: O.K. See you at 3 o'clock (I've learned not to ask questions).

I hang up. Phone rings again. I answer:

Me: Abco Lock.

Customer: Oh, I'm sorry, I must have the wrong number. I'm trying to get a hold of A-B-C-O Lock Co.

Me: Close enough. What can I do for you?

Customer: I need a key duplicated.

Me: Oh sorry. We are mobile only. We don't have a shop.

Customer: Oh, I see. Well, anyway, where is your shop. I want to stop by later and get this done.

Me: Well, it doesn't actually exist.



Customer:

What are you, some kind of Zen wisecracker or something. You've just lost some business buddy, and I'm going to tell everyone I know. Click.

At this point I make a mental note to strike the word "mobile" from my vocabulary. No one seems to understand the word and it just gets me into trouble. Phone rings, I answer:

Me: Abco Lock. I repeat, Abco lock and key, you are speaking with a certified locksmith who, though lacking a shop, will be happy to come to you in his van and take care of all your locksmithing needs. May I help you?

Customer: Yes I'm locked out of my house. Can you come over right away?

Me: Yes I can. Where are you?

Customer: Park Street. Let me tell you how to get here. Where are you coming from?

Me: San Rafael.

Customer: What part of San Rafael?

Me: San Pedro Road.

Customer: Where is that?

Me: I think its best if I just try and find you. Where did you say you lived again?

Customer: Park Street.

Me: Great. I'll check my map and be right over.

So I go to the address and find a slightly older than middle-aged lady, who immediately informs me that she has never, ever, locked herself out of anything in her entire life, and this is the first time this kind of thing has ever happened to her. I was fairly certain she was then going to ask me if I had any interest in a discounted price on a certain bridge in the New York area.

I told her she looked familiar and asked whether I had ever worked for her or her twin sister at this same address?

"No," she claimed. "That would have been quite impossible. In fact, I wouldn't be locked out this time if it wasn't for my daughter."

Like a fool, I took the bait.

"Oh, how is that," I asked.

"Well, I was about to put the keys in my purse, when the cat knocked over a picture of my daughter and distracted me."

"Isn't that just the way it is?" I commented. "You do and do for your kids and all they ever do is cause you trouble."

She strongly agreed, then asked "Are you going to use a masterkey or just pour hot wax in the lock?"

I told her my wax melter was being repaired, so I thought I'd try this new thing called picking the lock. After a few seconds of picking, she informed me that McGyver on TV would have had that lock opened by now. I responded with that is why he gets paid more than I do, but if I had a nickel for every time I've been compared to him, I'd have enough for acting lessons and a cheap hairpiece. I did have to admit that I admired his ability to pick a lock in a fraction of a second with only a pick and no tension wrench!

After I opened the lock, she asked me if this was all I did for a living. I told her I used to do brain surgery on the side, but it started getting my tools all rusty. She then tipped me fifty cents and told me I'd make a wonderful criminal. I gave her my thanks and said I would consider it, then I handed her one of my cards and told her she might want to tape it to the outside of her door.

At this point my cellular phone rang, and it was a call from a lady who wanted a lock put on a freezer door in her garage because someone was stealing food from it. Now, this particular story would be a lot more amusing if it wasn't I who was involved in it.

After arriving at the customers house, I began installing a padlock hasp on the freezer (believe me, I'm usually smarted than this). As I was screwing a self-threading screw into the body of the freezer, suddenly it shot out at me and a white mist, under tremendous pressure, started firing from the hole left by the screw. I quickly backed away and watched as the mist filled the garage to the point where you couldn't even see the car that was parked in it.

Immediately my computer-like mind went to work and I thought to myself, "This is probably not good for the freezer, or my career for that matter." I mentally scrolled the list of excuses that I keep at the ready for just such occasions. My first thought was to ask the customer if the Irish Republican Army had been active in her neighborhood lately? No, that probably wouldn't work.

Maybe I could try the good news, bad news approach. I could tell her that the good news was that she now had 15 extra cubic feet of storage space for all those non-perishables she probably has sitting around the house. The bad news is that her family had to eat 60 lbs. of hamburger and seven chocolate cheesecakes for dinner tonight, and don't forget to wear a jacket if you plan on driving anywhere soon.

Unfortunately the customer did not seem to recognize the vast potential for humor in the situation.

As I headed for my next job, operating under a major net loss for the day, I'm wondering whether the IRS sees many \$400.00 meat locker deductions from locksmiths? My next job was the famous 3 o'clock, broken lock mystery and sure enough, it was past 3 o'clock and the lock was not working. What was happening was that the sun was hitting the aluminum and glass door, then warming it up and expanding it to the point where the deadbolt would no longer fit into the strike plate. I'll never doubt a customer's word again. I bumped the strike plate into proper position with a hammer and screwdriver, and the lock worked fine.

When the customer asked me what the problem had been, I responded: "Your lock suffered from what we in the business call Solar Expansion Syndrome." I informed him that I had alleviated the problem with my Precision Metric Impact Tool (hammer). The customer looked at me as if I had just inhaled a quart of freon.

My cellular phones rings again. I answer:

Me: Abco.

Customer: Is this Abco?

Me: I like to think so. What can I do for you?

Customer: I need my locks changed.

Me: They have to want to change you know. Just kidding. When would you like me to do this.

Customer: Anytime today is fine.

Me: How about 3:30?

Customer: No, that's not good, I'm picking my kids up from school.

Me: 4:30?

Customer: No, I have a hairdresser's appointment.

Me: In the interest of my cellular phone bill maybe you could name a time that would be convenient for you.

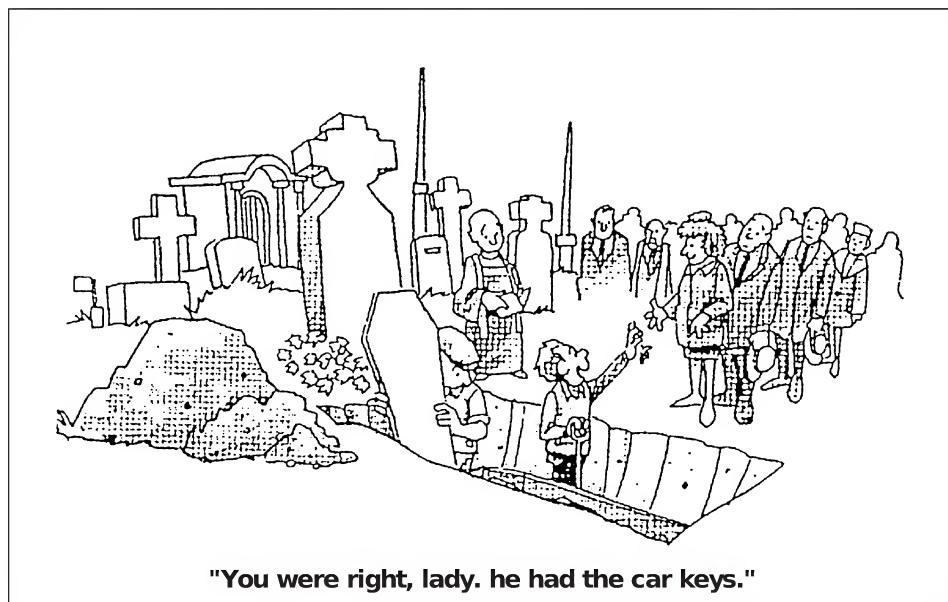
Customer: Sure. Let me check my schedule and I'll call you back.

Of course, I never hear from her again. Phone rings again.

Customer: I'm locked out of my house. How soon can you get here?

Me: 15 minutes.

Customer: 15 minutes! Is that the



"You were right, lady. he had the car keys."

soonest you can get here? I need someone sooner than that!

Me: Sorry, my stealth jet is in the shop having a new stereo put in, so I have to drive a poky old Astro-van until it's fixed.

So much for that customer. Phone rings again.

Me: Abco

Customer: I was involved in a drug deal last night but I didn't have enough money, so I had to give them the keys to my car. Well, it wasn't really my car, it was a friend of mine and he doesn't really know yet that I borrowed it from him. Can you come over and fit some keys to the car?

Me: I'm sorry, it sounds like you need a locksmith, you have reached Abco Clock Repair and Tree Trimming service. Give us a call when you make parole.

Then of course, there are the incessant phone sales calls.

If I'm at home, I tell them that I'm very interested in what they have to sell and ask if they could please hold for a moment. Then I put the phone down and go out and clean my van.

If I receive sales calls and I'm on my cellular phone, then I ask them what they are wearing? I then inform them that I am naked except for the tattoos all over my body, and I ask if they would be interested in dating someone such as myself? This is usually fairly effective, especially on the male callers.

For my final job of the day, I was called by a lady who wanted me to change her locks because she felt that someone was entering her house and rearranging her furniture. When I arrived, she informed me that the culprits were now living in her basement.

"They're trying to drive me crazy" the customer exclaimed.

I resisted the urge to tell her not to bother fastening her seat belt because that was going to be one short drive. Instead I asked her if they ever stole anything while they were here?

She said they hadn't.

I told her they did a fairly nice job with her furniture and wondered if she could send them over to my place if she ever caught them.

"Put your head to the heating grate" she insisted.

I said, "Excuse me?"

"Put you head down there. You can hear them in the basement" she claimed.

Of course I heard nothing.


"You can hear them can't you? What are they saying?" she asked.

"Uh... I think they're arguing about where the sofa should go next time" I answered. "Oh wait, they can't seem to make up their minds, so they've decided to move to your neighbors house."

She was quite relieved about that.

All I knew is I sure hope these gremlins stay next-door, I was concerned that the next day's newspapers headlines would read: "Renegade Interior Decorators Found Living in Woman's Basement."

Another day another half dollar. 



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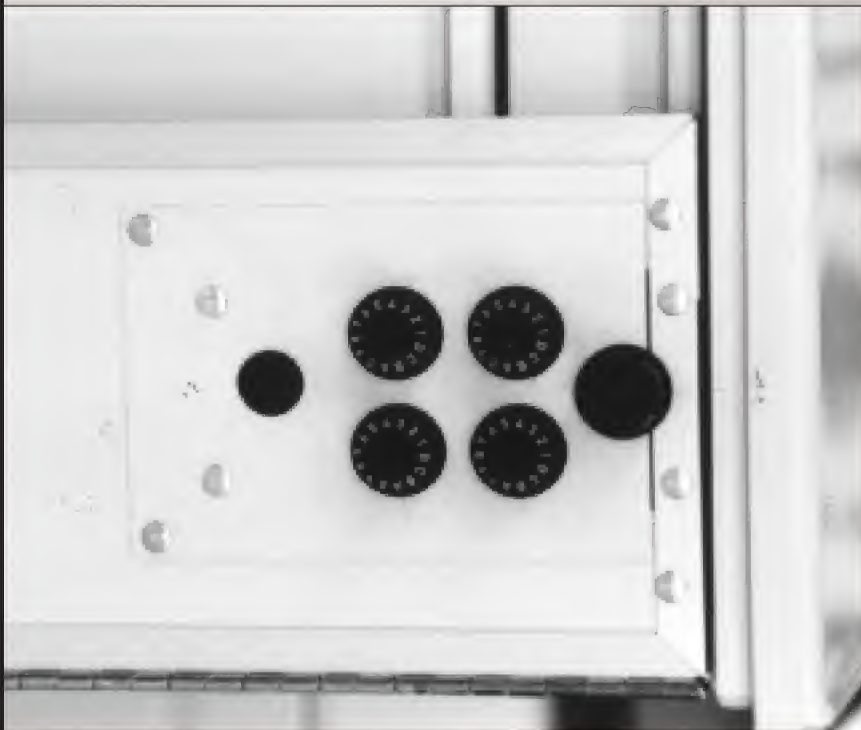
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The Quick-Combi K Lock

The All New Combination Lock by Mauer, Inc

by Donald Shiles



1. A Quick-Combi K Lock mounted vertically in a Thyrer medical cart.

Are you looking for a new, innovative combination lock that is ideally designed for use on lockers, cabinets, hotel safes, small gun safes, wall safes, etc.? Then the new lock from the German company Mauer Inc., may be just what you want and need.

Mauer Inc., has been in business since its inception in 1864 and is well known throughout Europe and to some in America, for its manufacture of motorized drives for safe locking devices and other electronic and mechanical locks, boltworks and fittings for security applications. Their latest development the "Quick-Combi K lock" is unusual in that it is made entirely of plastic.

At this point most locksmiths are about ready to stop reading, but stick with me for a minute. The lock is actually constructed mostly of high-strength Makrolon and Polyacetal. This lock, while it is designed primarily for cabinets and locker type applications, should not be discounted for use in small safes. Like all other safe locks, it is mounted on the inside of the container and protected by the face of the safe, and if used, the hard plate. See Photograph 1, of a Quick-Combi K lock mounted vertically in a Thyrer medical cart.

What difference does it make if the lock is made of plastic or a metal alloy? No safe lock is designed to furnish protection against physical attack. So, don't let this feature discourage you from considering it for certain applications.

As you can see in Photograph 2, the lock is operated by four small dials, each of which contain 14 different settings ranging from 0 - 9 and A - D. This gives you a possibility of 38,416 different combinations. The use of letters offers some interesting combination possibilities such as BAD 1. I am being facetious, but users can create combinations which do not look like normal combinations and may be easier to remember. A user could adopt his or her ATM personal ID number (PIN) or the last four digits of a Social Security number or telephone number.

When the lock is in the open position, the combination can be set or changed easily by the user. Through use of a built-in decoding mechanism (a lever type key operated device used in many European safe locks) and an included decoding key, a lost combination can be easily retrieved. This decoding key serves a dual purpose, both that of a



2. The lock features four small dials, each of which contain 14 different settings ranging from 0 - 9 and A - D.



3. The Quick-Combi K Lock with mounting plate and two decoding keys.

change key and as a master key or key override. In case of a lost decoding key, you can use a second key to reprogram the mechanism to that of a new decoding key.

Photograph 3, is the lock and the two decoding keys. Every lock being used within a facility can be set to the same decoding key or they can be keyed individually. Since the lock is made of plastic material, it is corrosion resistant and its finish retains its attractiveness for a long time. This lock has been tested in both extremely hot and cold applications and has withstood temperatures of 20 degrees below zero. It can be used outdoors and is extremely resistant to X-ray attack.

In Illustration A, you can see that this lock is not designed to interchange with the standard footprint of a normal safe lock. The lock is approximately 6-3/4" long by 3" wide and 1" deep. The applications however, are extensive. I can see opportunities to install this lock on lockers such as those used in bowling alleys, gymnasiums, swimming pools, exercise spas, etc. It would also work extremely well in use on key cabinets, large tool boxes, cash boxes, etc. Let your imagination be your guide and you will come up with numerous other places where you should use a lock like this.

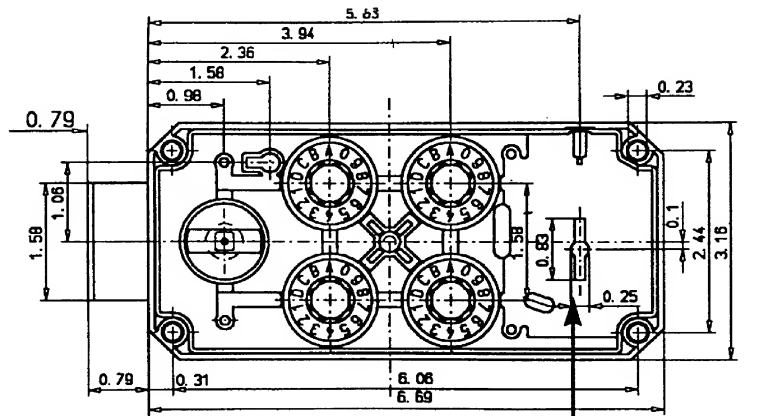
The Quick-Combi K is inexpensive compared to a regular combination lock, it offers a great deal of convenience because there is no dialing. The customer simply sets the four dials to a combination he or she chooses and locks the lock by turning the knob.

If the lock were to be used in a rental type facility, such as a daily used gymnasium, pool, or bowling alley, the company has designed a "coin or card" function. This is a

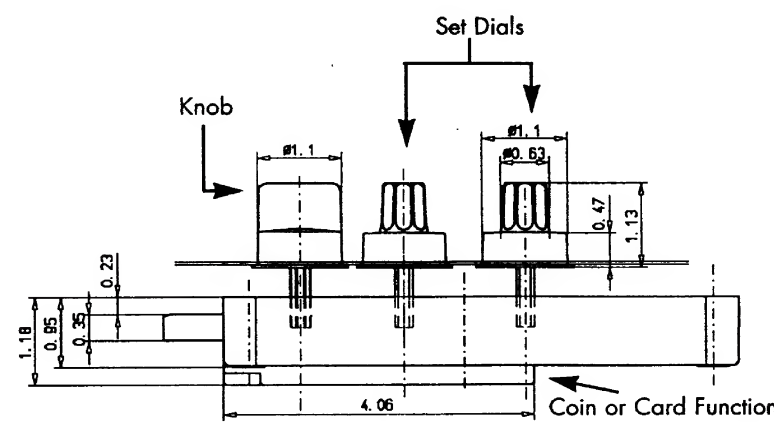


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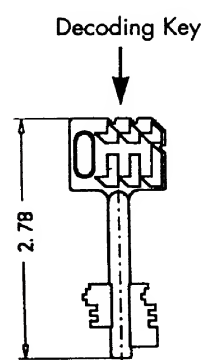
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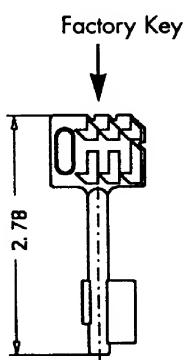
Decoding Mechanism



Coin or Card Function



Decoding Key



Factory Key

Illustration A. The lock is approximately 6-3/4" long by 3" wide and 1" deep.

separate plate which is mounted onto the lock case (see Photograph 4). The owner has a choice between a coin/token or a specially prepared card.

When a user signs up for a locker, he is issued the card or token and must insert it into the slot before he or she can set a working combination. Once they are finished with the lock for the day, he/she removes the token or card and takes the token/ card back to the desk to retrieve their deposit. Once the token/card has been removed another combination can not be set on the lock until another token/ card is inserted into the slot. The renter can open and close the lock as necessary but can not recover his deposit without turning in the token or card. A combination can not be set or the locker locked until the token or card is properly inserted.

One of the big drawbacks is the fact that you can not retrofit the lock onto existing containers without major modifications to the door of the container. However, there is an apparent market for this lock and using it for file cabinets, medical storage areas in hospitals, lockers and various other applications could present a multitude of business opportunities. It is very user-friendly, attractive, rugged, and relatively inexpensive. What more could you ask? For more information you can contact the US distributor; New World Marketing, Inc. 73 Main St., Woodbridge, NJ 07095 (908) 760-8811, ext 261 and ask for Amy Lefkowitz. **TNL**



4. A "coin or card" function is also available for this lock. This is a separate plate which is mounted onto the lock case.

The **WATER** Side

Sinking Fast



by
**Sara
Probasco**

"I don't know why the plugs weren't in the boat," the man said, a catch in his voice. "I always check to see they're in, before I put her in the water. At least, I always have, before."

Don shook his head sympathetically, glancing at the submerged speedboat, still resting on its trailer at the launching ramp. Without comment, he returned his attention to opening the vehicle to which the trailer was attached.

"I guess I was in a hurry," the man said. His deep sigh almost broke into a sob. "You see, I was late getting away from the office, and I wanted to get in a little fishing before dark," he said, as if he felt he owed someone an explanation.

Nodding in understanding, Don continued probing inside the locked door with his opening tool.

"I just whipped around and backed down the ramp without thinking. I had the boat and trailer clear down in the water before I looked out my back window and realized the old girl wasn't floating." His voice quavered.

"That's when I remembered I hadn't checked the drainage plugs in my boat. She was filling up with water and sinking. I slammed my pick-up into park and jumped out. I just left the keys inside, the motor running. I must have hit the door lock, somehow, on my way out." The man paused to blow his nose.

"To make matters worse, the plugs are in my tool box, there in back, but it's locked, and the key's inside on the ring with my truck keys."

Don opened the door, reached in to turn off the motor, and brought the man his keys.

After the man paid Don for his services, he blew his nose again and looked down into the water at the submerged boat. "My beautiful boat," he said sadly.

Don figured nothing he said would help, so he muttered condolences and presented his bill.

"The mileage charge out here can eat your lunch," Don said, by way of explaining the total.

"No problem," the man replied. "I just thank you for coming so quickly. Your charge is nothing, compared to what it'll take to haul my boat out of here and get her dried out. Some days, it just doesn't pay to get out of bed."

When he later told me of the events of that evening, I was reminded of a time, years ago, when I had been picnicking with friends near a boat launch area on the banks of a lake in Mississippi. This time, too, it was beginning to get dark. We had gathered our gear and were preparing

to leave, when a man and woman drove up pulling a beautiful new speedboat behind them.

"I wonder if you can help us," the man called from his vehicle. "We recently won this boat in a contest, and we've never had it in the water. Tell me, how do we get it off the trailer and into the lake?"

My friend rolled his eyes to meet my glance. Then he called to the man, "You want to turn around and back your boat down that ramp, there, into the water. Once your boat floats off the trailer, you simply drive out from under it and park your car and trailer up there in the parking lot."

"That sounds easy enough," the man said.

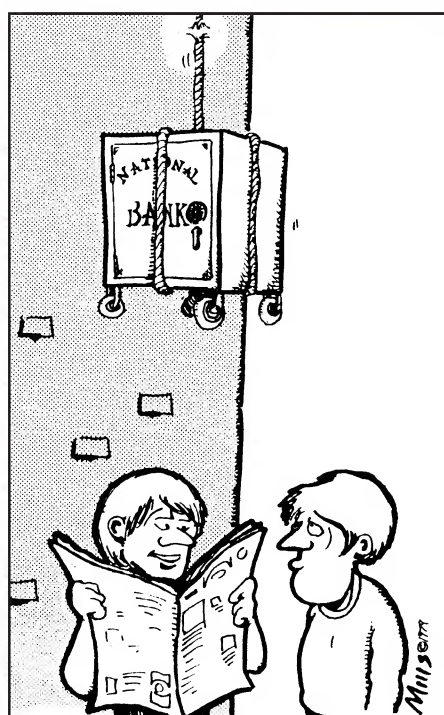
"Nothing to it," my friend assured him.

While the man jockeyed around, this way and that, trying to turn his rig around, we finished loading up and got into our car. As we drove away, I glanced back to see the man backing down the ramp at a pretty fast clip. The boat and trailer splashed into the water, then the car went in.

We were up on the main road before we realized even their headlights were under water. I watched, while the man and woman opened their doors and bailed out of their car. The boat was floating merrily off across the lake in the dark. The man took off swimming after it. The woman was standing on the ramp in the wavering beam of the submerged headlights, jumping up and down and screaming as she wrung water from her sodden clothes.

They did not seem to be in any real danger, but they obviously needed some help. Before we could turn around and go back, we spotted a couple of park rangers in a cruise car, so we flagged them down. They hurried to lend a hand.

There's something about boats and water that apparently causes some people to lose their common sense.



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Several years ago, we answered a late-night call from a couple of fishermen who had lost their keys in the lake. This is the tale they told:

They had been fishing late that day, without much success. It was just good-dark, when one of the men suggested they get in close to the shore and try their luck in the edge of some underbrush there, before packing it in.

Quietly easing in, they had drifted under some low-hanging tree branches when a soft sound broke the silence. Plop. Something had dropped from the tree into the boat.

"What was that?" one man whispered.

"I don't know," the other responded apprehensively. "You got your flashlight?"

"Yeah. It's around here, somewhere."

"Well, take a look."

After a minute of rummaging around, the man found his light and turned it on. Lying in the bottom of the boat between them was a large water moccasin.

"A snake! It's a *#! water moccasin!" shouted the man with the light. He scrambled up onto the seat, tipping the boat precariously.

"Just sit still!" cautioned the other man, grabbing his tackle box. "I got him." He yanked out a .32 automatic, and fired, point blank.

He killed the snake.

He also blew a large hole in the bottom of the boat.

His tackle box went under with the boat. The keys to his truck were inside.

"How could anyone shoot the bottom out of his own boat?" I asked upon hearing the tale. "They were so close to the shore, why didn't they just paddle over and step out?"

"Panic does strange things to people," Don said. "Besides, that might have been really difficult for those two." That playful little gleam was in his eyes again.

"Why is that?" I asked, always playing the straight-man.

"I don't think either one of them had both oars in the water." **END**

THRU THE KEYHOLE

A Peek at Movers & Shakers in the Industry

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Security Fasteners: Opportunities to Serve and Protect.

Sentry Security Fasteners specializes in tamper-resistant screws, but there is more to Sentry than security fasteners. Sentry also carries Champion drills and taps, Rawl anchors, AVK threaded inserts, Loctite threadlocker, security tools and kits, HPG-49 detention lock grease and much more. Security fasteners are defined as a specialized fastener that is tamper-resistant, requiring a specialized tool for installation or removal.

Security fasteners come in a variety of head styles which include Torx® with pin, Spanner, Hex Socket with pin, Tri-Wing®, One-Way, Tri-Groove, Phillips with pin, Torx Plus® and Break-Offs. They are considered to be tamper-resistant, intended to defend against tampering and vandalism, provide a high level of protection, safety, and security.

In choosing a security fastener, you may wonder, 'Which security fastener is right for my specific application?' Don't let that question intimidate you. It happens to be the most common question asked and it may be easier to answer than expected. You may have a customer that has decided about the security fastener, and will be specific about the head style, thread size, thread type, length, and finish. In another example, the customer may say that the existing screws need to be replaced with security Torx® with pin screws. That is an easy one, but what about others?

Security fasteners are often associated with certain public areas. Bathroom fixtures in public restrooms as well as many public lockers, mail boxes, security grills and plates often use One-Way screws. Spanners are common in elevators, intercom systems, access controls and alarm systems. The Hex with pin and Torx® with pin are more popular among security hardware manufacturers. Many of the prisons built today require the Torx® with pin security screws. Break-Offs are used in applications where there is no intention of disassembly or removal. The security fastener head style could be specified by the customer, or it may need to match existing security fasteners. The selection may be based on size, head style, finish and/or availability.

What problems is the customer facing that warrants security fasteners? How severe are these problems? Is there a need to access what is behind the security fastener, and if yes, what will be the expected frequency? After determining the customer's needs and knowing the security screw options, it is now possible to make the proper security fastener selection.

This brings up another point. In a service call, where it is known that security fasteners are presently used, it is best to arrive with a selection of drivers. Unlike common screws, security fasteners require very specific drivers. Hex with pin fasteners use 9 plus drivers. Spanners use a minimum of 6, while Torx security fasteners

incorporate 13 plus drivers. The rule-of-thumb with security fasteners is to come prepared.

Opportunities exist to increase customer satisfaction and confidence by recommending specific use of security fasteners. Security fasteners may not be necessary in every application. Keep in mind that security fasteners work because the screws and tools are not readily available, and the screws are manufactured to meet the highest-ranking standards among fasteners.

For more information and a FREE brochure, call Sentry Security Fasteners at 1-309-693-2800, or fax us at 1-800-693-2872, and let our knowledgeable staff assist you. 

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Michael E. Shearer, CRL (Illinois)

For his tip on repairing 1990-93 Ford ten-cut ignition switch housing and contact switch separation problems. (January, 1996)



Curtis 1100 Duplicator

Gary Tsao (California)

For his tip on making an outside key safe that looked like an oil filler pipe. (January, 1996)



Silca Bravo Duplicator

Kenneth C. Eastwood (Utah)

For his tip on making a VATS decoder out of a standard Volt/ Ohm meter. (February, 1996)



A-1 Pak-A-Punch

Dennis Harmon (Colorado)

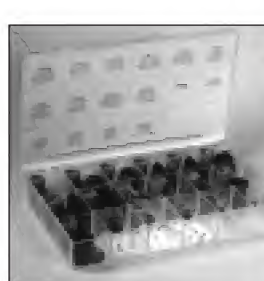
For his tip on how to make a handy multi-function pocket tool from a folding feeler gauge. (December, 1996)



Sargent & Greenleaf 6120 Electronic Safe Lock

Don Rupert (Ohio)

For his tip on making a tool to trip the relocker in a Meilink safe, when he inadvertently set one off. (October, 1996)

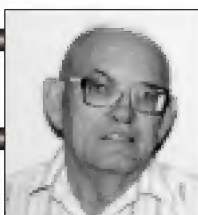


\$500 in ASP Auto Locks

Steve Gallagher (Ireland)

For bypassing the alarm and generating a first key for Volvo 850 Salon and Estate Wagons. (November, 1996)

**SIXTH
PRIZE**

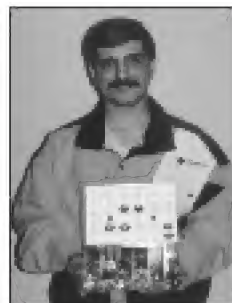


DeWalt Cordless Drill

Bob Davisson (South Dakota)

For his tip on making a GM plug holder from a 5/8" 900 plumbers elbow. (February, 1996)

**TENTH
PRIZE**

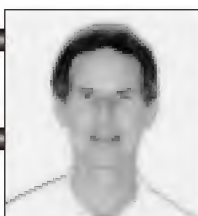


Strattec Jacket and Pinning Kit

Mike Spencer (Canada)

For his tip on making a generic, three-cut progression chart for many foreign automobiles. (May, 1996)

**SEVENTH
PRIZE**



\$250 In All-Lock Locks

Norman Nost (Texas)

For his tip on converting an All-Lock LT7006 VATS decoder to also read double sided VATS keys for the new GM ten-cuts. (September, 1996)

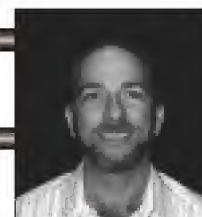
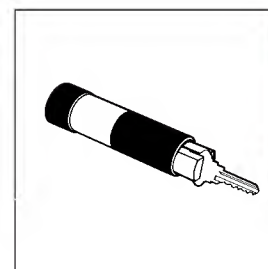
**ELEVENTH
PRIZE**

**Sieveking Products
Squeeze Play**

William Hudson (Virginia)

For his tip on opening and repairing a FireKing insulated file cabinet. (June, 1996)

**TWELFTH
PRIZE**

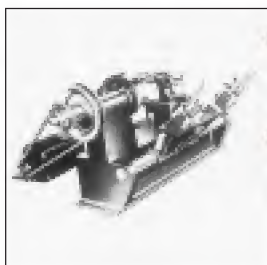


Framon Impressioning Handle.

Jeffery Rosen (Colorado)

For his tip on making a key for American keyed alike padlocks where the pins had frozen in place due to corrosion. (July, 1996)

**EIGHTH
PRIZE**

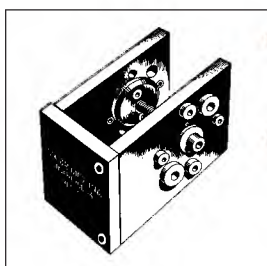


Foley-Belsaw 200 Key Machine

Eddie Bolden (Illinois)

For his tip on how to keep the retaining balls in an American series ten padlock while servicing them. (November, 1996)

**NINTH
PRIZE**



Major HIT-111 Drill Guide

Tony Fiorini (Pennsylvania)

For his tip on using two M.A.G. adapter plates to provide a unique solution to a customer service problem with a Gardall safe. (March, 1996)

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NEXT MONTH LOOK FOR
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TECHNITIPS



**Helpful tips
from other locksmiths.**

by Jake
Jakubowski

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- The Sieveking Auto Key Guide

Send in your tips, and win!

How to enter

Simply send in your tip about how to do any aspect of locksmithing. Certainly, you have a favorite way of doing things that you'd like to share with other locksmiths. Write your tip down and send it to: Jake Jakubowski, Technitips Editor, **The National Locksmith**, 1533 Burgundy Parkway, Streamwood, IL 60107 or send your tips via E-mail to the E-mail address posted in the box below. You may win cash or merchandise. At the end of the year, we choose winners for many major prizes. Wouldn't you like to be a prizewinner in 1997? Enter today!

Best tip of the month

If your tip is chosen as the best tip of the month, not only do you win the All-Lock A-6200 Auto Service Kit, but you also automatically qualify to win one of the many excellent year end prizes!

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Happy New Year!

Well, what do you think of the year-end winners list? I can almost tell you for certain, that if you are on it, you're probably happier than a hound dog getting his belly scratched. And, if you're not, you're probably thinking, "This year I'll just have to send in that great tip that I've been meaning to write down!"

I agree! Do you know why? No, it's not just because when you send in plenty of good tips, my job gets easier. Although, if the truth be told, that is a small part of the reason. The main reason is; a lot of locksmiths write to me and tell me how much this column has helped them do a job a little easier. Plus, I get to give away some great stuff as prizes every month to each tip entry that gets published.

Back when I first took over this column, The National Locksmith was giving away six prizes to our

monthly winners, \$25 in Locksmith Bucks to each tip entry and a bumper sticker and bonded locksmith decal. Now, we're giving away TEN major prizes each month to our main winners. Plus: we're giving away Locksmith Bucks and folding pliers to each tip entrant that has a tip printed. PLUS! At least three tip entries each month get one of "Jake's Grab Bag Prizes"!

All you have to do to qualify to grab some of the goodies that are going to be offered is to write down your idea, trick or tip and mail, fax or e-mail it to me. If it gets printed, you get to share in the goodies! In addition to the monthly stuff you get, you automatically qualify for the year-end drawing. Believe me, it's just that easy. If I don't use the first tip you send me, send me another. After all, what do you have to lose? Take another look at the smiling faces of last year's year-end prize winners. Do you seriously think they

regret sending me their tip. Your picture could be there next January! Think about that!

One more thing, be sure to include your name, physical mailing address and phone number. That includes you cyber dudes that send your tips by e-mail. If there is no name (e-mail "handles" don't count) address, and phone number with your tip, it will not be printed. No exceptions! Sorry, but that's the rules.

ALL-LOCK WINNER GM Ignition Removal

As most of you undoubtedly know, generating keys for the new GM 10-cut ignition requires the switch to be in the "On" position for the detent or cylinder retainer to be pushed into the cylinder housing for removal. If no keys are available, turning the plug to the proper position requires either picking or

drilling.

A-1 Security manufacturing makes an excellent pick for this purpose, and AABLE has a superlative drill guide available. Both tools will help neutralize this ignition. However, if you do not have one of those tools, or do not feel you want to invest in them, here is a simple way to defeat this ignition on a number of GM cars (this will not work on S-10's or Blazers) without damage to the car, the column, the switch or your pride.

First remove the clamshell shroud (both top and bottom pieces) that surrounds the column and covers the switch housing, etc. There are two Phillips screws and two Torx screws that need to be removed. Next, remove the turn signal arm.

If you look directly up from underneath the column (you have to work your way under the steering column to do this), you can see the metal cylinder retaining detent. It appears in a small circular casting hole on the bottom side of the column towards the rear of the cylinder.

Using a small pair of needle nose pliers, firmly grasp the detent and slowly but firmly pull the detent

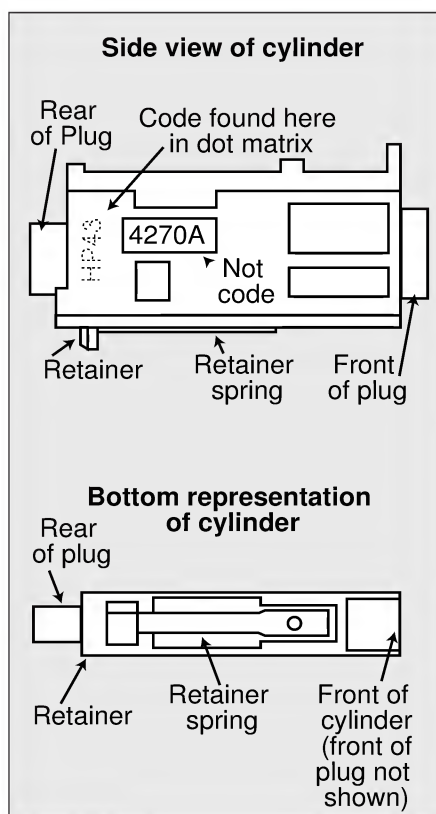


Illustration 1.

toward you. The retainer will pull completely out of the cylinder housing. Now just pull the cylinder

straight out of the housing!

Occasionally, it may be necessary to use an ice pick or a small sharp screwdriver to "work" the retainer down far enough to grasp it with the needle nose pliers or a small pair of needle nose Vise-Grips. Work carefully to avoid damaging the retainer spring (See illustration 1, for retainer and spring locations).

Once you have the cylinder in your hand, you can perform whatever service is necessary. The code is stamped in a dot matrix format on the end of the cylinder as seen in Illustration 1.

After making the key, or servicing the cylinder, reinstall the retainer on the spring and work it into the cylinder housing. Slide the cylinder back into the column and re-install the shroud. I have found that after a couple of times around, we can accomplish this entire procedure in about ten minutes!

Greg Fasse, CRL
Missouri

[Editor's Note: In the Spring 1996 issue of the NLAA's "Automotive Edge" page 12, an article by our resident automotive expert, Michael Hyde,

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security solutions.**

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covers GM's new Modular Locking System as used on a 1996 Pontiac Sunfire. One of Michael's suggestions for making a first key, details this method of originating a key. Of course, if you are not a member of the NLAA, you would not have seen this publication. The reason Greg's tip will not work on S-10's and Blazers is because those vehicles have GM's CSS column which has a top side detent. GM will be using the CSS column on the 1997 Pontiac Grand Prix. Other GM car models using the CSS column will undoubtedly follow. Using this method can, on occasion, break the retainer spring. In that case it will be necessary to replace the cylinder. Thanks, Greg.]

**AMERICAN LOCK AND SUPPLY
WINNER:
Aftermarket GM Lock Picking
Problems**

I am sending this letter to hopefully help my brother locksmiths out there with a problem that I ran into a while back.

While practicing with my new R & D Ford Sidebar Pick Set, I ran into trouble with an All-Lock ignition lock. The pick would go in the lock and engage the wafers just fine, but no amount of tapping, vibrating, etc. would get the darn thing to pick!

Always ready to delve into the unknown, I disassembled the lock and removed the wafers in question. I found debris on the V grooves that engage the sidebar. Debris caused enough interference to prevent the wafers to move freely enough to pick. Once the lock was deburred and reassembled, the pick worked like a charm.

I hope this letter will answer some questions others may have should they encounter the same problem.

P.S. I also had trouble with an uncoded GM ignition lock. It seems the factory had installed double springs on the sidebar. The net effect was there was not enough room for the sidebar to retract into the plug...NOT GOOD!

Robert Thaut
Washington

**HPC PISTOL PICK WINNER
Tibbe Tamed**

The Tibbe lock used in some Ford and Jaguar automobiles, exhibit some common problems. One of the most common that I have found, is when the keys wear and then damage the discs in the lock,

particularly around the ignition.

Should you get a call where the key will not turn the ignition, do the following to rectify the problem.

Remove the cowl around the ignition lock and remove the ignition switch from the back of the lock housing. Insert the key in the ignition lock and grip the tailpiece of the lock that fits into the switch with a small pair of Vise-Grips. Gently twist the tailpiece back and forth until the lock turns to the accessory position.

Once you have the plug turned to the accessory position, you can depress the retainer on the top of the lock and remove the plug for servicing.

Most frequently, you will find that either the number three or number four disc (see Illustration 2) are the ones that are worn. Replace those discs and reassemble the lock. Replacement discs are available from ASP.

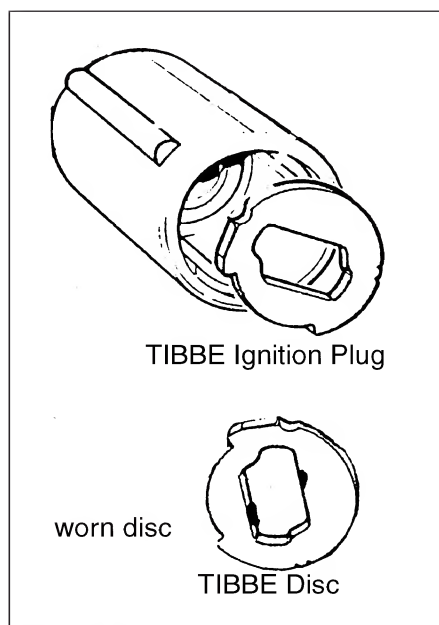


Illustration 2.

To complete the job, I would recommend that you urge the customer to have a new key made since it was the worn key that most likely caused the problem to begin with.

Steve Gallagher
Ireland

**SARGENT AND GREENLEAF
WINNER:
One Way Screw Removal**

I have read a number of tips on removing one-way shear-head security screws from ignition housings in

various foreign automobiles. Here's one way that I have used successfully that eliminates the need for using a hammer and an awl.

First, buy a set of magnetized one-way screwdriver heads (see Illustration 3). These sets come in sizes #4, #6, #8, #10, #12 and #14 from most tool providers.

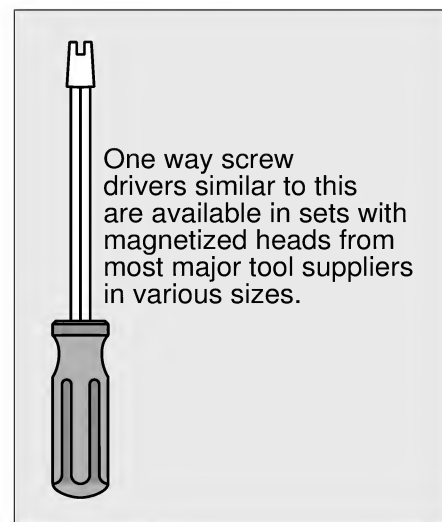


Illustration 3.

Using a regular drill, an angle drill or a Dremel Tool, drill a 1/16" hole on each side of the now headless bolt. Select the proper sized head from your set and tap it into the two holes. Turn the tool counter-clockwise and presto, you have the screw out almost before you know it.

Barry Metzner
New York

**SILCA KEY BLANKS WINNER:
Custom Vehicle Alarm**

Most folks, including locksmiths, are concerned with the possibility of our vehicles being broken into, stolen or vandalized. Although there are many auto alarms available in the marketplace, here is a very simple, economical and effective approach that will not only work for you, but can be sold to your customers as well. The only equipment you need to buy is a keyed on/off switch and, perhaps, a few feet of wire.

Ground the clip side of a test light and use the point to locate the wire between the horn relay and the horn button. When you find this wire, the horn will honk. With the point of the tester still in contact with the wire going to the horn button, clamp the ground wire to an ice pick and locate which wire on the dome light switch (usually found on the passenger and

driver's side door posts) will again cause the horn to honk.

Once you have located both of these wires, run a wire as shown in Illustration 4, from the horn button wire to a keyed two-way switch that you locate anywhere you prefer. Next, connect the other keyed switch wire to the previously located wire from the dome light switch.

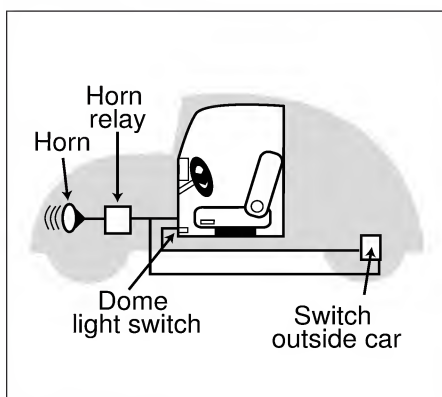


Illustration 4.

Close and lock the door. Turn the keyed switch to the "On" position and when you open the door, the horn will begin honking. Of course the "system" can be deactivated by turning the keyed switch to the "Off" position.

If you want to alarm all the doors (rear doors on four door models) and the truck or hatchback, plunger-type switches are available from Radio Shack.

Marvin Golden
Oklahoma

PRO LOCK PROFESSIONAL PICKSET WINNER:

Cam Lock Mounting Plate

If you're like me, you have undoubtedly accumulated a number of the optional face plates that come with the Schlage adjustable latches. And, again like me, you may have kept them around thinking that one day they might just come in handy.

Well, they do!

If you look at one, you will find that it is an almost perfect double "D" cutout with a screw hole on either side or end. It is great for installing cam locks where a round hole already exists. Just screw it on from the back or rivet it on.

It works well on either wood or metal. And, if you want an exceptionally strong mounting configuration, you can use one on either side of the drawer. They also work well on damaged cam lock holes.

David Emberlin
E-Mail

TECH TRAIN VIDEO WINNER: Punching Sargent Keys

Whenever possible, I like to originate all my keys on a key punch so that they are all "originals." Of course, I don't have a "punch" for every manufacturer, but recently made a discovery that I would like to share.

While rekeying some Sargent "LA" locksets, I did not have a way to originate the new keys other than using a couple of "set-up" keys that I had. I could have duplicated off of these, but the customer wanted fifteen keys. I started fiddling around with what was on my truck and came up with this solution:

Using my Ilco Exacta punch, set up for Kwikset, I inserted the Sargent blank in from the right side, as opposed to the left for Kwikset. The carriage holds the blank and the spaces are aligned perfectly for a Sargent lock.

You do have to use Kwikset depths, but for a normal rekey, this is a great little trick and does not require you to buy or fabricate anything.

Lee Swidler, RL
Illinois

[Editor's Note: Lee, Thanks for the tip. Being creative and finding a way to

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Kwikset/Sargent Comparison Chart

Point of comparison	Kwikset	Sargent
From shoulder to first cut	.247	.216
From cut-to-cut	.150	.156
Degree of root cut	100°	0.76°
Number of depths	6	10
Depth-to-depth	.023	.020
Depth of first cut	.328	.328
Depth of second cut	.305	.308
Depth of third cut	.282	.288
Depth of fourth cut	.259	.268
Depth of fifth cut	.236	.248
Depth of sixth cut	.213	.228
Depth of seventh cut		.208
Depth of eighth cut		.188
Depth of ninth cut		.168
Depth of tenth cut		.148

Illustration 5.

do something when in a bind has always been one of the hallmarks of a good locksmith. However, I would like to point out, that although your creative use of your Exacta solved an immediate problem; I feel if you look at the comparison chart (Illustration 5) that I've included, you will see where the disparity between the "perfectly" aligned Sargent spaces you mentioned -even using Kwikset depths - and the "actual" spaces for a Sargent lock is. Again, my complements for solving an immediate problem with what you had on your van and thanks for sharing your solution with my readers.]

**SIEVEKING GM EZ PULL WHEEL
PULLER WINNER:**

Honda Key Removal

Here's another pointer on how to remove the key from a Honda ignition (the type that has to push and turn to LOCK) when someone has duplicated a key on too short a blank.

Since the tip of the key must push in a lever to allow the ignition to turn back to the "LOCK" position, all you need to do is insert a Weiser shim pick along the left side of the key and push in on the lever with the shim. Then turn the key gently back to the "LOCK" position to remove the key.

Ken Dodson, CML
California

MAJOR MANUFACTURING WINNER: Custom Simplex & Lori Installation

I was asked to install a Unican Simplex 1000 on a 2-1/8" thick door that had a full mortise lock (over fifty years old) on it. Because of the mortise lock, the new installation would require a cover plate. As the door was 2-1/8" thick, M.A.G.'s Simplex filler plate (Simplex #201518) would not work without modification and there was no time for special orders.

To make this installation work, I used my Dremel tool with a fiber glass cut off wheel

to cut the M.A.G. filler plate into three pieces, front, back and latch edge. With a little careful measuring, I attached the modified plate to the door and drilled the necessary holes. Unfortunately, the door was now 2-3/16" thick which meant that the standard mounting screws were too short and I needed to install a door thickness spacer (Simplex #201102-045-01) which goes under the Cylindrical Drive Assembly Unit.

I simply substituted some longer mounting screws and used a door thickness spacer I already had. From there the installation of the Unican was pretty straight forward.

In addition to the Simplex 1000, a single cylinder deadbolt for after hours security was wanted. And, they wanted it keyed to the Simplex key override key.

I used a Lori 4515 single cylinder deadbolt with an Arrow interchangeable core cylinder to give them the cross-key feature that they wanted. However, the Lori tailpiece was too short for the door's thickness.

I overcame that by using a tailpiece from a Segal rim cylinder. I used my Dremel tool to custom fit the Segal tailpiece to the Lori's configuration. I had to use a set of

modified Lori double cylinder mounting screws to mount the Lori thumb turn plate to the lock.

Everything worked out well in spite of the modifications needed and the customer did not balk at paying an appropriate up-charge since this was definitely a non-standard installation.

Pete Gamble
North Carolina

SIEVEKING AUTO KEY GUIDE

WINNER:

Shimming A Wheel Lock

This is a procedure that you might want to try before drilling or cutting open the Ultra Club, or any Club that you can't pick.

Many times you will find that the Club is not really locked tightly against the wheel. If you encounter one like this to open, you can frequently use the play to your advantage. When you find a Club that is not locked tight, you will find that you can pull it apart slightly but not far enough for the bolt to drop into the next notch.

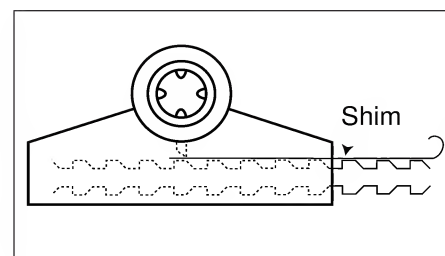


Illustration 6.

What I do is use a piece of spring steel (.010) shim about 3/16" wide and slide into the Club while pulling the lock apart. Then I slide my shim in under the bolt and push the Club together. Once I have a shim under the bolt (see Illustration 6), I am then able to pull the Club apart. It may help you if you put a slight bend in one end of the shim.

David Sanderson
Arizona

JAKE'S GRAB BAG WINNERS:

Rekeying Profile Cylinders

Here's what I think is an easier way of rekeying Profile cylinders:

Make a copy of the key that works the lock. Grind off about 1/16" from the bottom of the key and grind off the bottom portion of the bow of the key.

Insert the key in the lock and rotate the plug about a quarter of a turn. Now, insert a piece of flat

spring stock (the smallest size in most assortments) below the key and into the plug as far as it will go. Now continue to rotate the plug until the spring stock is directly below the top pins.

Push the spring stock in a little further and it will rest on top of the latch. Hold up on the spring stock and slide the plug out of the cylinder. Insert a standard plug follower to hold the spring up.

Rekey the plug, pull out the follower while holding up on the spring and re-insert the plug. Turn the plug a quarter turn and remove the spring stock. Now bring the plug to its normal position.

If you have ever rekeyed an Almont brand padlock, you will find this method very similar.

Everett Dobbs
E-Mail

Locking Down Mortise Cylinders

If you have a mortise cylinder where the retainer screw keeps loosening, drill a small hole where the set screw sits in the "V" groove so that the screw will now "screw" into the hole that you drilled instead of the "V" groove.

Depending on the type of lock

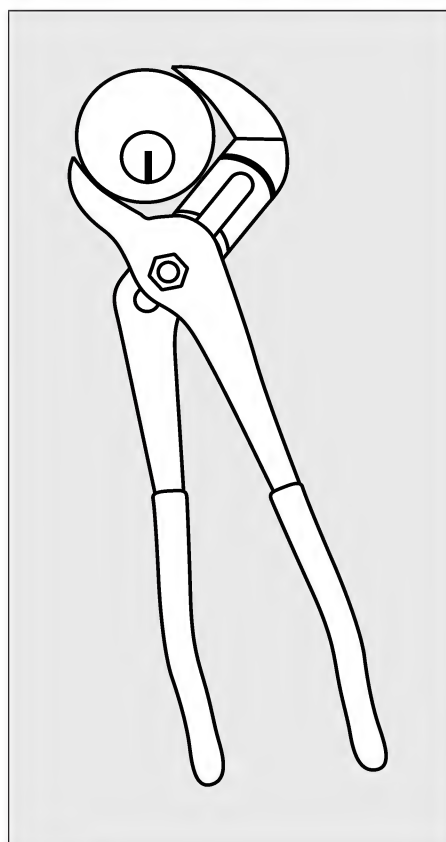


Illustration 7.

you're dealing with, it might be necessary to use a longer set screw after drilling the small hole in the cylinder housing.

Jerry Kruss, CPL
E-Mail

Mortise Cylinder Remover

I became tired of scarring up hard to turn mortise cylinders when trying to remove them for rekeying. So, I took an old pair of Channel Lock pliers and ground them down to fit as you can see in Illustration 7.

Now I can remove even the stubborn cylinders without damage.

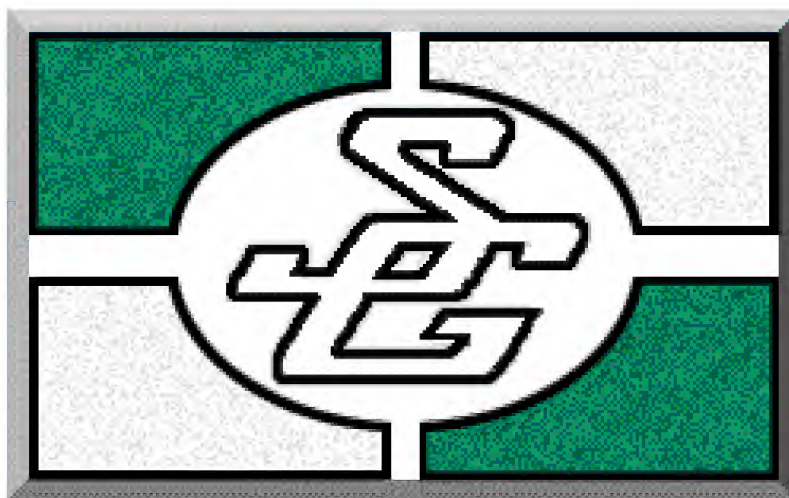
I think it's a nice tool to have in my tool box.

Don Kleismit
Ohio

Correction:

In November we printed a tip for making a template to drill over the sidebar on older GM ignitions. The template is for Chrysler ignitions, not GM.

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The 5 Minute Herring-Hall-Marvin Opening



by Dale Libby

As we progress as professional Safe Crackers and Safe Technicians, new methods of opening locked containers come to light, and many of the older systems are left in the dust. A case in point is the opening of the dreaded and diabolical Herring-Hall-Marvin fire safe container. HHM made several styles of fire safes, money safes, and even vault doors. We will concern ourselves with the fire safes in this article.

A dead giveaway for a Herring-Hall-Marvin fire safe is the unique shape of its hinges. They are arrow shaped as shown in Photograph 1. One is easily able to recognize the hinges across the room. Sometimes the handle has been replaced, and the lock used is a new S&G 6730 Group II lock, dial and ring. The hinges give it away immediately, however.

Another constant about this type of HHM safe is the presence of a hook bolt relocker and decent hardplate. The older methods of drilling for drop-in or transferring are time consuming and tedious, and hardplate drills must be used. Newer methods mentioned shortly may take about 5 to 10 minutes with NO hardplate drilling.

If you must drill, the drop in point is at 97, about 1 inch out from the center of the dial. The newer preferred method is to drill about 3 inches left center, and either 3-1/2 inches up or down from this point. Punch the bolt bar in far enough to disconnect it from the handle cam. Pry the bolt bar to the left. This will retract the hinge side locking bolts (see Photograph 2).

Now, carefully remove the hinge pins and open the door from the hinge side. The last two paragraphs are freely paraphrased from the Dave McOmie Safe Opening Series. A further

explanation is needed to see exactly why this method works and how diabolically simple it is. Also, there's a hidden fact that will make this method even more desirable when working on a relocked HHM fire safe unit.

The four vertical locking bolts are all active. Two on the hinge side, and two on the opening side of the safe door. Both vertical bolt connecting bars are held in place by the active locking bolts. These bolts are held into a metal channel by tabs that are bent over the vertical bolt bars. At each end of bolt near the vertical bar, the channel is crimped to further hold the bolts in the channel.

Drilling for the vertical bolt bar is a radical concept. After reaching the bar above or below the lock case, it is rather simple to punch the bar out of the bar channel. The bolts are only held in place by the crimped channel and the single retaining tab. Once the bolt is free, it can be pushed to the open position.

The vertical transfer bolt bar is not held on to the handle cam. Rather, there is a tab with a hole in it that is placed over the handle cam stud. Both the hinge and the opening side bars are similarly held on to the handle cam by the crimps and tabs.

Before this opening method was available, drilling for the relocker was an awesome task. This relocker hook springs into place if the safe is torched or if the lock spindle is punched. A fusible link attaches the relocking device to the back of the combination lock. That is the good news. The bad news is that when the relocking trigger is sprung, it is deadlocked into the locked position. There is a spring loaded pin that accomplishes this.

I checked my archives for any articles written on this relocker and



1. Front view of the Herring-Hall-Marvin in question. Notice the arrow head shaped hinges, a definite HHM identification feature.



found an old one. The author's advice was to drill or punch the entire relock mounting post off the door because once triggered it cross-locks and cannot be lifted. The relocker hooks a pin on the hinge side vertical flat bolt bar. This is a very hard relocker to release or drill off because hardplate must be drilled to accomplish this. By the way, the author of this archaic article and ancient drilling advice from a few years back was Gregggy "Bear" Mango. By updating the archives, I threw the article out.

The added benefit to drilling and punching the bolt bar, is that it automatically defeats the relocking device. When the bar is punched back, the relocking pin disengages and the bolt can be easily moved into the open position.

The second part, that of removing the hinge pins is not difficult, but much care must be taken when forcing the door open from the hinge side. Take care so the door does not fall when finally free and damage you or your tools. Illustration A, shows the

relock device on the safe door in the relocked position.

All this introduction was done for a purpose. I modified the above opening system for a specific case in point, where drilling anything was NOT an option.

Occasionally I do work for a professional expediter of wills, estates, and properties in the USA and many foreign countries. He settles estates, sells land for the survivors of deceased wealthy people. He called me and said he had a real challenge. A safe was found in a house in nearby St. Charles, and he thought important papers were inside.

He stated that there were no rules here, and any method I used to open the locked safe would be OK. He did not want the safe repaired, but desperately needed the hypothetical contents.

He laughed a little bit here, but he said he had the utmost confidence in me. I had done work for him before, and knew he liked to throw me some difficult safe openings. Price was NO object, after all his customer was the one who foot the bill. We set the opening for two weeks in the future.

When the day finally came, the weather had radically changed for the worse. There was about 6 inches of snow on the ground, the temperature was at 17 degrees, with a wind chill factor of about 27 degrees below zero. This normally would have made no difference, but when I saw the house where the safe was, I knew I was in trouble.

About a month before I was called to open the safe, the house had suffered a fire on the second story. Most of the roof was gone, the first floor was completely boarded up and the

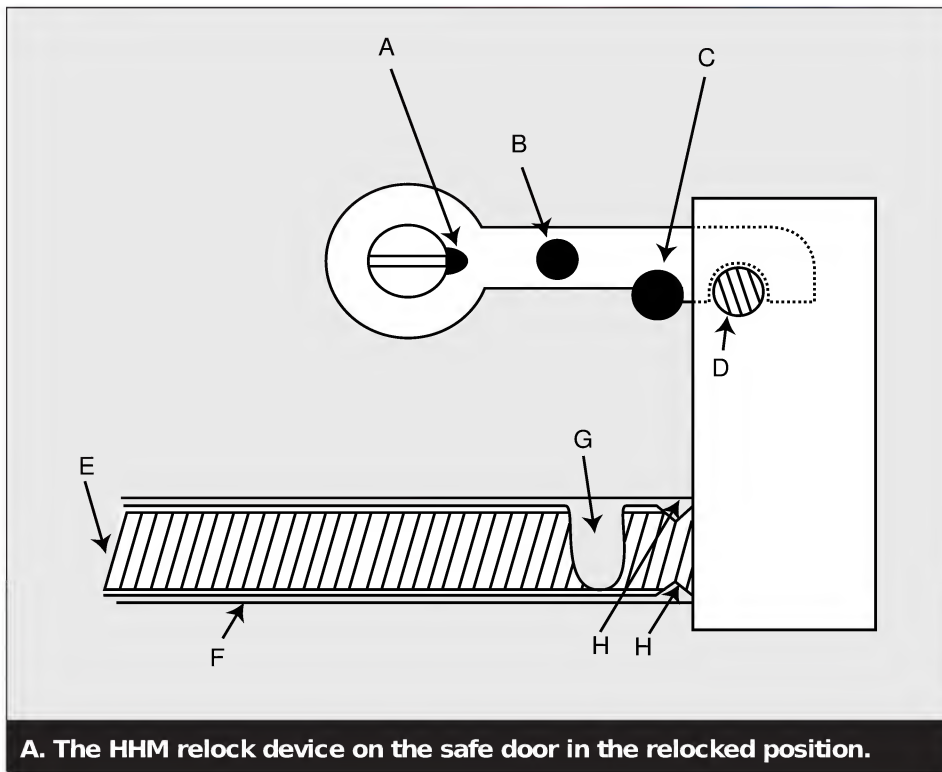


2. Inside view of the container shows the boltbar (indicated by the arrow) which needs to be punched back to bypass the relock device and locking bolt.



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Legend for Illustration A.

- A — Represents the relocking device showing cut-out for deadlocking mechanism.
- B — Pin on relocking "hook" for activating spring.
- C — Thermal relock pin. A fusible link is attached to the relocker at this point. Relocker will be set off if cover of lock comes loose or is punched. If a torch is used, the link will melt and set the relocker off.
- D — Relock pin on back of vertical bolt bar mechanism.
- E — The actual bolt bar in square channel.
- F — The bolt control channel must be cleaned and lubricated occasionally.
- G — Bolt tab that secures the bolt in the channel. It is just bent over in place.
- H — This represents two (upper and lower) crimps at the end of the bolt channel to hold the bolts in the channel.

stairs to get in the house were gone. All the windows were boarded up, there was no heat, no power, and it was getting colder.

Because of the house location I

could not park on the street or lawn to bring in power from my truck. As I was mulling over the situation, my friend (?) showed up and introduced me to the secret way to get into the house. He asked me if I was up to the challenge. I

said, "Let's see the safe first, and then I will tell you."

Entrance to the house was made through the basement, through broken doors and down crooked stairs. The basement was a maze of old equipment,

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video games (full sized), washers, dryers, coolers, and a huge miscellany of tools and junk in general. Once we found the 14 inch wide staircase to the first floor, I had trouble navigating the steep ascent. The first floor was a copy of the basement, with much walking and avoiding junk and stuff.

Finally I saw the safe, under a workbench in the front room. The smell of a fire was everywhere, there was snow on the floor and we could see our breath in the frigid air. The room was dark. What a challenge. The safe was a Herring-Hall-Marvin about two and a half feet high and 2 feet deep and 18 inches wide.

There was no way to move the safe out of the room to the truck. There were no external stairs and the house was boarded up. There was no way to get any electricity to the unit, or in fact any large tool boxes or equipment. It took me about 3 minutes to figure out how I was going to do it.

Once I explained the method of attack, my tormentor was chagrined. He knew I could do it and was happy when it took only 22 minutes to get the locked HHM open. It was getting colder.

It took me about 10 minutes to get the three tools I needed into the house through the maze of stairs and odds and ends. The three tools were a 6 foot Chrysler Torsion Bar (specially sharpened on one end, and flat on the other), a 12 inch Cold Steel chisel with a 3 inch blade end (also sharp), and my trusty hand sledge hammer (48 ounce).

I was going to punch and peel the unit. Someone had already tried to punch the combination lock and had broken off the handle. They had accomplished setting off the relocker and not opening the safe.

The first thing I did was to tip the safe over on its hinge side. It would have been too much work to open the face of the door to reach the hinge side vertical bolt and punch. I thought (rightly) that I could just peel the upper corner of the door and reach the opening side hinge bar and punch this.

With the chisel and hammer I made a triangular opening in the upper part of the door. With the torsion bar, I peeled back the upper third of the safe door to expose the cement. With the chisel and torsion bar, I easily made a hole to expose the inner bolt bar.

I smashed the opening side bolts and bar into the safe with a reassuring crash. I was then able to pry the door open about 2 inches. I inserted the torsion bar and was able to get the door open a total of 4 inches. The hinge side bolts were still holding the door locked. I then braced the door with the chisel and inserted the torsion bar in the center of the open side of the door. I stood on the safe and gave a great, fast push against the locked door.

There was a massive snapping sound as the hinge side bolts snapped. The door fell open and the papers were inside. Naturally, not everyone will be able to open a safe door like this. The point was that I took a viable technique and changed it to fit a particular situation which solved a problem. This is the fun and challenge of safe opening. Trying to figure out new and better ways to accomplish safe cracking is the real challenge in working with safes.

For this particular safe I had to improvise. It was the best and easiest solution for that safe at that particular time. Sometimes, improvisation can be fun and very profitable. Open, Improve, and Prosper! **IRL**



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KEY CODES

GM Code Series 7N47-7T51

HPC 1200 CM
Code Card - CF215
Cutter - CWI011
Stop- 1054R Tip Stop (Ford 10-Cut)

Framon
Cut Start - .216"
Cut to cut - .092", Spacing Block #3
Cutter - FC8445
Key Clamping - Lay spacing clip
F2MS552 flat on left side of vise and align from tip.

Curtis
Cam - GM6
Carriage - GM6A

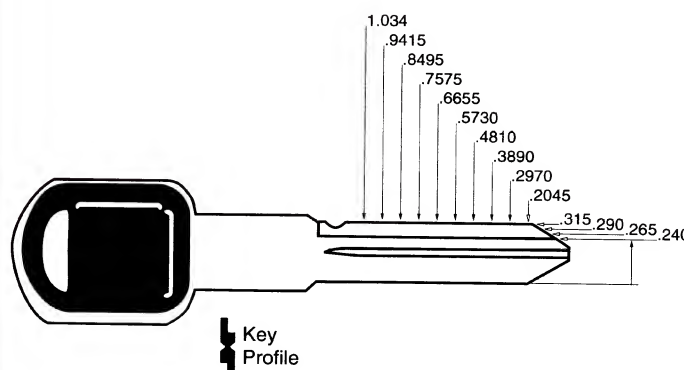
Key Blanks

B&S 5995936
Silca GM37(EP)
Curtis B82
Ilco P1102
Jet B82(PH)
EZ B82
ESP B82

Spacing and Depths
using Unicursal
Micrometer Card #58.

	Spacing	Depth
1.	.1850	.315
2	.2775	.290
3	.3700	.265
4	.4625	.240
5	.5550	
6	.6475	
7	.7400	
8	.8325	
9	.9250	
10	1.0175	

GM has again amended their recent release on GM codes. The release of these codes that was printed in the November 1996 issue of The National Locksmith ran from 7N47 - 7R83. The latest release is 7N47 - 7T51. The entire amended series is printed here, some are repeats of the release made in November. They are all for the GM 10-Cut system.



7N47	3224243343	7N85	3132434433	7P22	2442134433	7P59	3132312344	7P96	3421344343	7R36	3324233443
7N48	2434233443	7N86	3324423343	7P23	3122134343	7P60	3312134343	7P97	3342443323	7R37	2234233443
7N49	3344243323	7N87	3112434343	7P24	3432434343	7P61	2232343443	7P98	3434234343	7R38	3223443213
7N50	2133443213	7N88	3122434343	7P25	2234423343	7P62	3324243433	7P99	3234234343	7R39	1312434343
7N51	3432433443	7N89	3433244343	7P26	3342423343	7P63	3424423343	7R00	2432434343	7R40	1334431234
7N52	3313243443	7N90	3122312344	7P27	1332443433	7P64	2233243443	7R02	2334234343	7R41	3313132212
7N53	2431312344	7N91	2334233443	7P28	2234234433	7P65	3344312343	7R04	3134234433	7R42	3424431234
7N54	2232344343	7N92	3232443433	7P29	3232434343	7P66	3432443343	7R05	2332434433	7R43	3344223343
7N55	3244312344	7N93	3324243343	7P30	3432134433	7P67	3132134433	7R06	3232134433	7R44	3134243343
7N56	3434431234	7N94	2433244343	7P31	1313243443	7P68	1334234343	7R07	1342133443	7R45	3434423343
7N58	3242133443	7N95	3433243443	7P32	1323243443	7P70	2423443213	7R09	3132343443	7R46	3424234343
7N59	1332434433	7N96	2434423343	7P33	1332443443	7P71	1344223343	7R10	3344312344	7R47	1334243433
7N60	3434233443	7N97	3432244343	7P34	2233244343	7P72	3224234433	7R11	2432344343	7R48	3133443213
7N61	2332434343	7N98	2432343443	7P35	3234423343	7P73	3234243343	7R12	3243443212	7R49	2434243433
7N62	3132434343	7N99	2344312344	7P36	1334233443	7P74	3244223343	7R13	3342243433	7R50	3224234343
7N63	1313244343	7P00	2432134433	7P37	3313443213	7P75	1323244343	7R14	3432243443	7R51	3233443213
7N64	2334243433	7P01	3233243443	7P38	1334243343	7P76	3313112344	7R15	3324234433	7R52	2323343442
7N65	3442133443	7P02	3134233443	7P39	1323443343	7P77	3312434343	7R16	1334234433	7R53	3424234433
7N66	3232433443	7P03	2334234433	7P40	2232443343	7P78	3432434433	7R17	3224423343	7R54	3424312344
7N67	1332433443	7P04	3422312344	7P41	2434234433	7P79	3423243443	7R18	1322134343	7R55	2234234343
7N68	3223243443	7P05	3233244343	7P42	3323243443	7P80	2433243443	7R19	2234243343	7R56	3434312344
7N69	3234243433	7P06	3231344343	7P43	3231312344	7P81	1223343442	7R20	2232434433	7R57	2213312344
7N70	2332433443	7P07	3342133443	7P44	2332344343	7P82	3322134343	7R21	1242134433	7R58	3313244343
7N71	1313443213	7P08	3344343213	7P45	1223344342	7P83	3421343443	7R22	3442423343	7R59	2334423343
7N72	3424243433	7P09	3342134433	7P47	1323443213	7P84	3133244343	7R23	2442133443	7R60	3322434343
7N73	3134431234	7P10	2332443343	7P48	2432443343	7P85	3223244343	7R25	2234431234	7R61	3324234343
7N74	3342243343	7P11	3432344343	7P49	3434234433	7P86	2432443433	7R26	1332343443	7R62	1342134433
7N75	2232434343	7P12	2334243343	7P50	3132433443	7P87	2332343443	7R27	3433443213	7R63	3244343212
7N76	3432443433	7P13	3132344343	7P51	2432433443	7P88	3134234343	7R28	1233243443	7R64	3424233443
7N77	3431344343	7P14	3232243443	7P52	3423443213	7P89	3232244343	7R29	3344343212	7R65	3134423343
7N78	3212434343	7P15	3133243443	7P53	2234243433	7P90	3132443343	7R30	3232344343	7R66	2344223343
7N79	1334423343	7P16	3434243343	7P54	3242312344	7P91	3422434343	7R31	3432343443	7R67	2323344342
7N80	3424243343	7P17	2434431234	7P55	1223443213	7P92	1332344343	7R32	2232433443	7R68	3323443213
7N81	3234233443	7P18	2232443433	7P56	1312134343	7P93	2332443433	7R33	3232443343	7R69	3443212344
7N82	3431312344	7P19	2344343212	7P57	2434243343	7P94	3232343443	7R34	3342234343	7R70	3423244343
7N83	2432434433	7P20	3434243433	7P58	1332434343	7P95	3132443433	7R35	3234431234	7R71	3224233443



GM Code Series 7N47-7T51

7R72	3232434433	7S02	1134423343	7S32	3443443212	7S62	2442443323	7S92	1133243443	7T22	2342133443
7R73	3224243433	7S03	3213243443	7S33	1223244343	7S63	1232443343	7S93	3234421234	7T23	3432133443
7R74	1233244343	7S04	1212434343	7S34	1234243343	7S64	3123244343	7S94	2423244343	7T24	2133243443
7R75	3133112344	7S05	3234312344	7S35	3242443323	7S65	2443312344	7S95	3422134343	7T25	3321344343
7R76	2434234343	7S06	1342243343	7S36	1134233443	7S66	3112134343	7S96	1322434343	7T26	1344312344
7R77	3442443323	7S07	3113443213	7S37	1132344343	7S67	2242423343	7S97	2424234433	7T27	3434421234
7R78	3234234433	7S08	3344212344	7S38	3432234343	7S68	3442134433	7S98	2134234433	7T28	2342423343
7R79	2334431234	7S09	2132434343	7S39	1232344343	7S69	2134233443	7S99	3242243343	7T29	2442423343
7R80	3231343443	7S10	2132443343	7S40	3124234433	7S70	3231244343	7T00	1134243433	7T30	3242423343
7R81	2434312344	7S11	2212434343	7S41	2431343443	7S71	2134423343	7T01	3131344343	7T31	1234233443
7R82	3134243433	7S12	1132433443	7S42	1132343443	7S72	2242443323	7T02	1244223343	7T32	1234243433
7R83	3323244343	7S13	3113244343	7S43	3343443213	7S73	3442243343	7T03	3124243433	7T33	3442243433
7R84	3422443213	7S14	1134243343	7S44	2134234343	7S74	1342234343	7T04	2442234343	7T34	1342443323
7R85	3234432323	7S15	1324234343	7S45	2132344343	7S75	1344243323	7T05	1242423343	7T35	3323443212
7R86	1324243433	7S16	1132443343	7S46	2422434343	7S76	3123243443	7T06	2342443323	7T36	2132343443
7R87	3324312344	7S17	2242133443	7S47	3124423343	7S77	2424243433	7T07	3442234343	7T37	3434432323
7R88	1223243443	7S18	3324431234	7S48	2134243433	7S78	1244243323	7T08	3233443212	7T38	2244223343
7R89	2442243433	7S19	3213443213	7S49	1134234343	7S79	3433443212	7T09	3443443213	7T39	3242243433
7R90	1332133443	7S20	1132434343	7S50	2424423343	7S80	3431244343	7T10	2132443433	7T40	3213244343
7R91	3344312342	7S21	2423243443	7S51	1232433443	7S81	1232434433	7T11	3133443212	7T41	1242443323
7R92	1132443343	7S22	3344321234	7S52	2244243323	7S82	3321343443	7T12	3224431234	7T42	3322312344
7R93	2424234343	7S23	3221312344	7S53	2133244343	7S83	3221343443	7T13	2312434343	7T43	3113243443
7R94	3242234343	7S24	3423443212	7S54	1324233443	7S84	1132434433	7T14	2134243343	7T44	2424243343
7R95	3124234343	7S25	3131343443	7S55	3124233443	7S85	3231243443	7T15	3212134343	7T45	3134312344
7R96	1234234343	7S26	1234431234	7S56	3344332213	7S86	3431243443	7T16	2442243343	7T46	3224312344
7R97	1232434343	7S27	1133244343	7S57	1232343443	7S87	3244243323	7T17	2134312344	7T47	3313443212
7R98	1242133443	7S28	1324234433	7S58	1232443433	7S88	2344243323	7T18	1342423343	7T48	2424233443
7R99	1342243433	7S29	2132433443	7S59	2134431234	7S89	3123443213	7T19	3343443212	7T49	3434212344
7S00	1134431234	7S30	3232133443	7S60	1234423343	7S90	3124243343	7T20	2431344343	7T50	3223443212
7S01	3221344343	7S31	1234234433	7S61	1324423343	7S91	1324243343	7T21	1134234433	7T51	2132434433

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TEST DRIVE!

PRODUCT:

The Garage Alarm is a self contained free standing overhead door alarm that is battery operated eliminating the need for wiring, and the need for a licensed alarm technician to install. It may be used on attached or detached garages with manual or automatic doors. The system contains unique, smart, motion detection electronics that differentiates between random motion and an actual door opening. Besides being a theft deterrent, the Garage Alarm can be used as an alert to parents with small children, indicating the door is being opened and possibly preventing a serious accident such as entrapment.

OPERATION:

The Garage Alarm operates by sensing the opening motion of the garage door. Once triggered, the alarm will only turn off by the key switch or automatically after 4-1/2 minutes. The alarm light tells you the alarm has been tripped. The unit will work on automatic or manual doors. The battery light gives early warning to change batteries.

INSTALLATION:

The Garage Alarm is to be mounted on a flat and upright section of a panel inside on the door. For a quicker alarm response, the unit should be mounted as high on the door while still allowing access as possible. For most applications the unit will be mounted on the third or fourth panel from the bottom, with the battery compartment at the top.

The Garage Alarm can be installed on either wood, plastic or aluminum doors. You have the option of mounting the unit with either screws or an adhesive strip, all of which is provided with the unit.

Garage Alarm by Tekxon

POWER REQUIREMENTS:

The Garage Alarm is powered by two 9 volt batteries. It is recommended that high capacity alkaline batteries be used. To install batteries, there is a cover retained by two screws on the front of the unit which needs to be removed to access the battery connections. The Garage Alarm will monitor 24 hours a day for up to 2 years on 1 set of batteries.

FEATURES:

The unit features an on/ off/ reset key switch; exit delay switch; battery test indicator light and an alarm set light indicator. An optional external key switch is also available allowing exterior on/ off control. Two buzzers rated at over 100db each are controlled by a pulsating circuit making them more noticeable.

OPERATION:

The Garage Alarm is designed to be operated in one of two possible modes. One is to activate and deactivate the unit with the key each time the garage door is opened, the other is to leave the alarm in the "On" position all the time, and use the exit delay button.

The Garage Alarm incorporates two built in delays. An Entrance delay and an Exit delay. The entrance delay is to provide sufficient time to open the

overhead door, enter, re-close the door, and reset the alarm before sounding. Entrance delay can be adjusted from about four seconds to well over six minutes. A screwdriver adjustment is made on the left hand side of the case to increase or decrease delay times.

The Exit delay is a black button on the face of the unit which when pushed starts an exit delay timer that turns the alarm off to allow time to exit the garage and close the door, after which the alarm is automatically turned back on. This delay is adjusted by the length of time the exit button is pushed. A two second push of the button gives about four minutes of delay. The longer the button is held down, the longer the delay time will be before reset. Maximum exit delay time is approximately eight minutes.

CONCLUSION:

For those looking for an inexpensive alarm to monitor a garage overhead door, the Garage Alarm is just the thing. At a retail price of \$29.95 (even less if bought in quantities) it's easy to see there is plenty of room for profit. And with the ease of installation and operation, how can you go wrong?

For more information on the Garage Alarm, contact: Tekxon, Inc., P.O. Box 46, Lincoln Park, NJ 07035. Phone: (201) 628-9430 Fax: (201) 628-1045. **TNL**

IN SUMMARY:

The Garage Alarm by Tekxon is a self contained free standing overhead door alarm that is battery operated, eliminating the need for wiring.

PRICE: \$29.95 ea.

TEST DRIVE RESULTS:

For those looking for an inexpensive alarm to monitor a garage overhead door, the Garage Alarm is just the thing. At a retail price of \$29.95, how can you go wrong?